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Aardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, APRIL 25, 1922

Subscription \$2
Vol. LIII, No. 1

SPECIALIZATION is the keynote of GREATER PROGRESS

LIBRARY
NEW YORK
BOTANICAL
GARDEN

It remained for the FOREST PRODUCTS ENGINEERING CO. to establish specialization in wood-working in the

Industrial Engineering Profession

By its very name this organization has eliminated the possibilities of accepting work in any other than

The Wood Using Industries

With no division of effort, with Principals and Associates alike, devoted single-mindedly to the development of but one major Industry, noteworthy results were inevitable.

Industrial Engineering has in general contributed in many remarkable ways to the progress of industries. Wage incentive plans, improved methods of operation performance and labor saving devices have greatly benefited both the employee and employer. But progress points with certainty to our well recognized plan of

Basic Time Standards

the exceptional merits of which are gladly attested to by our past and present clients.

This plan differs from other good plans in the approximate relation of the modern motor car to the horse-drawn vehicle.

It establishes definite performance standards—standards that accurately measure and indicate the quality and quantity of work that should be delivered at each individual manufacturing operation. Once installed in a plant, our standards are so comprehensive that they eliminate further time study regardless of

changes in design. One of the most noteworthy features of the plan is that it gives the executive this important information before a cutting, whether for one piece or a thousand, is started in the mill.

The development of this plan obviously required a thoro practical engineering knowledge of all wood-working operations from the yard to the shipping room—a knowledge which could never have been acquired to the necessary degree without our policy of strict specialization.

A request on your business stationery will bring you further information

Forest Products Engineering Co.

ORIGINATORS of Basic Time Standards in Wood-working

Republic Building until May 1; after May 1, 1922, in our new enlarged quarters

Suite 511 and 512 Manhattan Building, Chicago

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— SEND US YOUR INQUIRIES —

J. Gibson McIlvain Company
Philadelphia

**Mason-Donaldson
 Lumber Company**

RHINELANDER, WISCONSIN

Manufacturers of

Northern Hardwoods

PINE, HEMLOCK & TAMARACK

BASSWOOD		6/4" No. 3 Com. 85,000'
1" No. 3 Com. 3 cars		8/4" No. 1 C. & B. 300,000'
6/4" No. 3 Com. 1 car		8/4" No. 2 Com. 150,000'
5/4" No. 1 C. & B. 1 car		8/4" No. 3 Com. 150,000'
SOFT ELM		10/4" No. 2 C. & B. 55,000'
4/4" Sel. No. 1 Com.		12/4" No. 2 C. & B. 50,000'
& No. 2 Com. 3 cars		
8/4" No. 2 Com. & Btr.		BIRCH
very wide 1 car		4/4" Selects, No. 1 & 2
ROCK ELM		Common 150,000'
8/4" No. 2 C. & B. 125,000'		4/4" No. 2 Com. 180,000'
HARD MAPLE		5/4" No. 2 Com. 75,000'
4/4" No. 3 Com. 150,000'		5/4" No. 3 Com. 210,000'
5/4" No. 1 & 2 Com. 75,000'		6/4" Selects, No. 1 & 2
6/4" No. 1 & 2 Com. 150,000'		Common 175,000'
		12/4" No. 1 C. & B. 95,000'
		4/4" No. 3 Com. 320,000'

MODERN PLANING MILL IN CONNECTION

YOUR INQUIRIES SOLICITED

MARINETTE

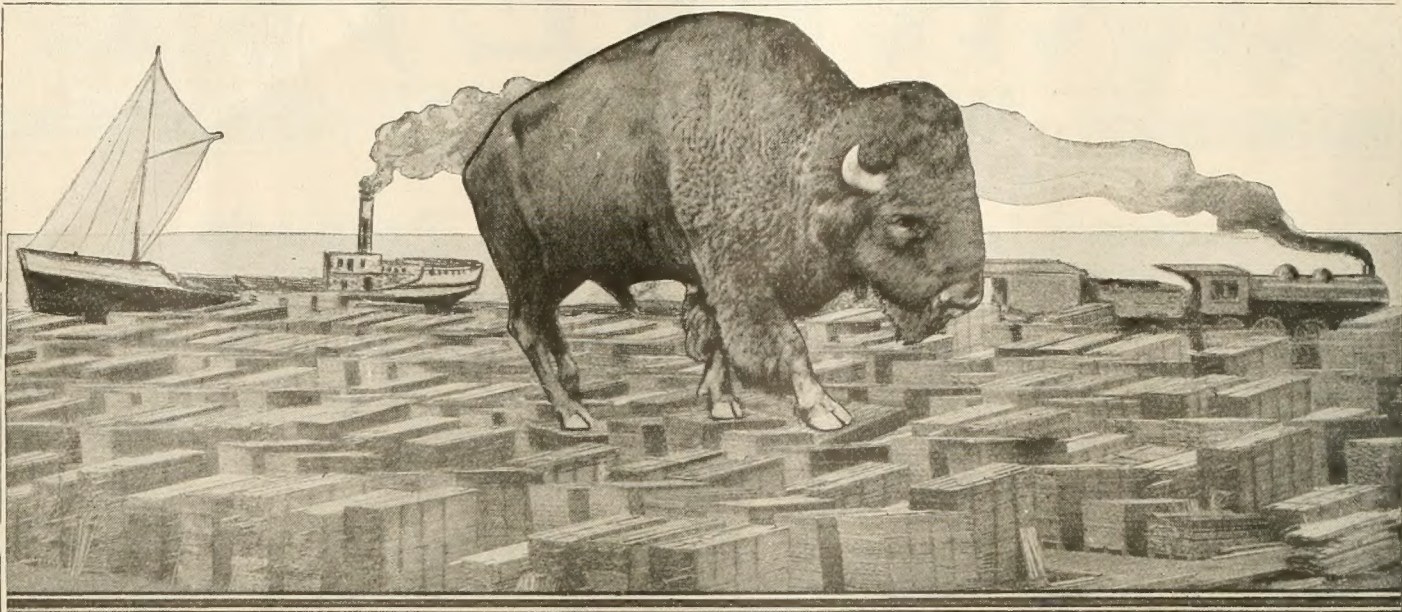
WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

Wisconsin Beautiful Birch

4/4 FAS 2 cars	6/4 No. 1 Com . . . 5 cars
4/4 No. 1 C&B . . 15 cars	6/4 No. 2 Com . . . 4 cars
4/4 Selects 3 cars	6/4 No. 3 Com . . . 12 cars
4/4 No. 1 Com . . . 10 cars	7/4 No. 1 C&B . . . 1 car
4/4 No. 2 Com . . . 10 cars	8/4 FAS 4 cars
4/4 No. 3 Com . . . 20 cars	8/4 No. 1 C&B . . . 4 cars
5/4 FAS 2 cars	8/4 No. 1 Com . . . 5 cars
5/4 No. 1 C&B . . . 4 cars	8/4 No. 2 Com . . . 3 cars
5/4 No. 1 Com . . . 3 cars	8/4 No. 3 Com . . . 6 cars
5/4 No. 2 Com . . . 2 cars	10/4 No. 2 C&B . . . 10 cars
5/4 No. 3 Com . . . 6 cars	12/4 No. 2 C&B . . . 8 cars
6/4 FAS 3 cars	14/4 No. 2 C&B . . . 2 cars
6/4 No. 1 C&B . . . 7 cars	16/4 No. 2 C&B . . . 2 cars
	12/4 No. 3 Com . . . 4 cars

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS



Buy and sell Hardwoods in Buffalo
 where 60 to 70,000,000 feet are carried at
 all times. Shipments can move quickly to
 and from Buffalo by rail, lake or barge canal

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Pine & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Buffalo Service Satisfies

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
 Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres.

M. M. Wall, Treas.

T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

SOUTH BEND'S exceptional rail, mail and wire facilities constitute a real service to buyers. South Bend hardwood firms are sound, conservative and dependable. The St. Joseph Valley Lumber Company operates its own mill at Ackerman, Miss., manufacturing and concentrating on yellow pine and hardwood lumber. This company offers to the wood-using trade uniform, carefully graded stock and can give customers dressed lumber when required. Buy from South Bend firms and get the best in service and quality.

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana

Concentrating Yards:

Cairo, Illinois, and Troy, Tennessee

HEAVY OAK IS OUR SPECIALTY

RED and SAP GUM

The Soft Delta Kind. All thickness and grades.
WRITE

The Hyde Lumber Co.

Huff-Stickler Lumber Company

MANUFACTURERS and WHOLESALERS of

HARDWOOD LUMBER

MILLS AND YARDS IN TENNESSEE

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

HARRY H. MAUS

SERVICE

Northern and Southern Hardwoods

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.

Mill at Crawfordsville, Ind.

The E & W Lumber Company

NORTHERN and SOUTHERN

HARDWOODS

MILL: EDWARDSBURG, MICHIGAN

The Woodruff-Powell Lumber Co.

SPECIALIZING IN

POPLAR and WALNUT

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND
SOUTH BEND, INDIANA

HARDWOODS AND YELLOW PINE

H. A. HOOVER

Manufacturer and Wholesaler

Northern and Southern Hardwoods

THICK STOCK A SPECIALTY

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods

BAND MILL, LAPORTE, INDIANA

The Powell-Myers Lumber Co.

MANUFACTURERS

Native Hard and Softwoods

Band sawn pattern stock—Furniture & vehicle dimension



Anything in northern hardwoods, pine and hemlock. Look over the following specials.

BIRCH AND MAPLE SQUARES

1 x 1—36".....	1 car
1 x 1—48".....	1 car
1 x 1—22" to 36".....	1 car

HARDWOOD LATH

4'	2 cars
30"	2 cars

BIRCH

5/4 Select & Better.....	2 cars
6/4 Select & Better.....	2 cars
8/4 Select & Better.....	2 cars

Our pine runs to exceptionally good widths and lengths, is thoroughly dry. Can be milled.

OUR thoroughly assorted stock of birch 4/4" and up is thoroughly seasoned and well assorted for widths and lengths. As one means of eliminating lumber worries for 1922, get in touch with our organization. A 100,000,000 feet annual capacity, complete planing mill facilities and unusual arrangements for cutting special stock in hardwood and hemlock make a strong combination for any buyer.



buy from fish

BRANCH OFFICE: CHICAGO

CHARLES W. FISH LUMBER CO., ELCHO, WIS.

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

Thick	Grade	Width	Length	Memphis	New Or.
4/4"	FAS	6-9"	8-10"	15,000'	22,000'
4/4"	FAS	6-9"	8-16"	11,500'	11,500'
4/4"	FAS	6-9"	8-16"	25,000'	50,000'
4/4"	Select	10-12"	10-16"	15,000'	12,500'
4/4"	FAS	12" & up	10-16"	10,000'	5,000'
5/4"	FAS	6-9"	8-10"	8,500'	10,400'
5/4"	FAS	6-9"	8-16"	5,000'	35,000'
5/4"	FAS	10-12"	10-16"	5,000'	8,800'
5/4"	FAS	12" & up	10-16"	5,500'	5,800'
6/4"	Select	6-9"	8-16"	5,000'	15,100'
6/4"	FAS	6-9"	8-16"	6,500'	1,500'
6/4"	FAS	10-12"	10-16"	2,000'	5,500'
6/4"	FAS	12" & up	10-16"	4,000'	4,400'
8/4"	No. 1 Common	6-9"	8-16"	35,000'	125,000'
8/4"	No. 1 Common	6-9"	8-16"	20,000'	12,500'
8/4"	No. 1 Common	10-12"	10-16"	9,800'	31,500'
8/4"	No. 1 Common	12" & up	10-16"	5,500'	9,150'
12/4"	FAS	6" & up	8-16"	33,500'	25,900'
16/4"	FAS	6" & up	8-16"	18,800'	14,500'

WILL QUOTE ATTRACTIVE PRICES UPON REQUEST

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

SAP GUM (60% 14-16")	QUARTERED GUM, SND. (50% 14-16")
5/8" FAS, 12", 3 mo. 200,000'	4/4" FAS, 7 1/2", 4 mo. 50,000'
5/8" No. 1 C. 8", 3 mo. 200,000'	4/4" No. 1 C. 7 1/2", 4 mo. 29,000'
5/8" No. 2 C. 8", 3 mo. 100,000'	5/4" FAS, 8", 6 mo. 13,000'
4/4" No. 1 C. 8", 6 mo. 275,000'	5/4" No. 1 C. 8", 6 mo. 20,000'
5/4" No. 1 C. 8", 6 mo. 83,000'	8/4" FAS, 8", 6 mo. 100,000'
6/4" No. 1 C. 8", 6 mo. 50,000'	8/4" No. 1 C. 8", 6 mo. 83,000'
8/4" No. 1 C. 8", 6 mo. 100,000'	PLAIN WHITE OAK (50% 14-16")
QUARTERED RED GUM (50% 14-16")	5/4" FAS, 10", 6 mo. 58,000'
4/4" No. 1 C. 7 1/2", 4 mo. 100,000'	5/4" No. 1 C. 10", 6 mo. 100,000'
8/4" FAS, 8", 4 mo. 100,000'	PLAIN RED OAK (50% 14-16")
8/4" No. 1 C. 8", 4 mo. 200,000'	5/4" FAS, 10", 6 mo. 58,000'
	5/4" No. 1 C. 10", 6 mo. 130,000'
	6/4" FAS, 10", 6 mo. 32,000'

Chicago Lumber & Coal Co.
1817 N. PARKWAY, MEMPHIS

MAIN OFFICE.....St. Louis, Mo.
CHICAGO OFFICE.....Marquette Building
DETROIT OFFICE.....Book Building

ASH	QUARTERED WHITE OAK
5/4" No. 1 Com. dry.... 1 car	8/4" FAS, 3 mo. dry.... 1 car
5/4" No. 2 Com. dry.... 1 car	8/4" No. 1 C. 3 mo. dry 3 cars
QTD. RED GUM, S. N. D.	QUARTERED WHITE OAK
4/4" FAS, 3 mo. dry.... 2 cars	4/4" FAS, 2 mos. dry.... 9,000'
4/4" No. 1 C. 3 mo. dry. 3 cars	4/4" No. 1 Com. dry.... 100,000'
8/4" FAS, 6 mo. dry. 4 cars	4/4" No. 2 Com. dry.... 50,000'
8/4" No. 1 C. 6 mo. dry. 4 cars	5/4" FAS, dry.... 18,000'
10/4" FAS, 6 mo. dry.... 2 cars	5/4" No. 1 Com. dry.... 60,000'
10/4" No. 1 C. 6 mo. dry. 2 cars	5/4" No. 2 Com. dry.... 30,000'
PLAIN SAP GUM	PLAIN WHITE OAK
5/8" FAS, dry.... 6,000'	4/4" FAS, dry.... 7,000'
5/8" No. 1 C. dry.... 20,000'	5/4" No. 1 Com. dry.... 20,000'
QUARTERED RED GUM	5/4" No. 2 Com. dry.... 15,000'
4/4" FAS, 3 mo. dry.... 1 car	QUARTERED RED OAK
4/4" No. 1 C. 3 mo. dry. 3 cars	5/4" No. 1 Com. dry.... 20,000'
QTD. FIG. GUM	5/4" No. 2 Com. dry.... 5,000'
4/4" FAS, 2 mos. dry.... 4,000'	PLAIN RED OAK
4/4" No. 1 C. 2 mo. dry. 5,000'	3/4" FAS, dry.... 4,000'
QUARTERED RED GUM	3/4" No. 1 Com. dry.... 40,000'
4/4" FAS, dry.... 4,000'	3/4" No. 2 Com. dry.... 20,000'
6/4" No. 1 Com. dry.... 7,000'	4/4" FAS, dry.... 15,000'
	5/4" No. 1 Com. dry.... 20,000'

RUSH LUMBER CO.

THOMPSON & DE FENELON

*Quality
Hardwood Lumber*

**Mixed Cars Our Specialty
Kiln Dried or Air Dried**

ALSO SURFACE AND RESAW

Office and Yard Mills
Memphis, Tenn. Louisiana and Arkansas

PLAIN SAP GUM	PLAIN RED GUM
5/8" FAS, 12" & up.... 14,000'	1/2" No. 1 Com. & Btr. 20,000'
5/8" No. 1 Com. & Btr. 25,000'	1/2" No. 2 Common.... 15,000'
5/8" No. 1 Common.... 75,000'	1/4" No. 1 Common.... 50,000'
3/4" No. 1 Com. & Btr. 100,000'	1/4" No. 2 Common.... 25,000'
3/4" No. 2 Common.... 20,000'	3/4" No. 1 Common.... 30,000'
1/4" Box Boards, 15-17" 35,000'	1/4" No. 2 Common.... 30,000'
1/4" FAS, 12" 50,000'	QUARTERED RED GUM
1/4" No. 1 Common.... 50,000'	1/4" No. 1 Com. & Btr. 80,000'
4/4" No. 2 Common.... 75,000'	5/4" No. 1 Common.... 30,000'
5/4" FAS, 15" & up.... 14,000'	10/4" FAS.... 6,000'
5/4" No. 1 Common.... 50,000'	PLAIN RED OAK
5/4" No. 2 Common.... 30,000'	3/4" No. 1 Com. & Btr. 30,000'
6/4" FAS.... 40,000'	3/4" No. 1 Common.... 50,000'
6/4" No. 1 Common.... 50,000'	1/4" No. 1 Common.... 100,000'
QUARTERED SAP GUM	1/4" No. 2 Common.... 35,000'
4/4" No. 1 Com. & Btr. 50,000'	QUARTERED RED OAK
5/4" FAS.... 9,000'	1/4" No. 1 Common.... 100,000'
6/4" No. 1 Com. & Btr. 25,000'	1/4" No. 2 Common.... 50,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

Ready for Prompt Shipment

4/4 1st & 2nd Genuine Tupelo.....	5 cars
4/4 No. 1 Common Genuine Tupelo.....	5 cars
4/4 6 to 12" 1st & 2nd Cottonwood.....	3 cars
4/4 13" and wider 1st & 2nd Cottonwood.....	3 cars
8/4 Select Yellow Cypress.....	3 cars
6/4 Log Run Beech.....	1 car
6/4 Log Run Sycamore.....	1 car
6/4 Log Run Soft Maple.....	1 car

Delivered prices on these, or any other items of Southern Hardwoods or Cypress, submitted on request.

Baker-Matthews Lumber Co.

QTD. RED GUM, SND.	PLAIN WHITE OAK
5/4" 1s & 2s.... 13,000'	6/4" 1s & 2s.... 40,000'
5/4" Com. & Btr.... 13,000'	6/4" No. 1 Com. & Sel. 100,000'
8/4" Com. & Btr.... 50,000'	QUARTERED RED OAK
PLAIN SAP GUM	4/4" Com. & Btr.... 30,000'
4/4" No. 1 Com. & Sel. 15,000'	4/4" No. 2 Common.... 35,000'
4/4" No. 2 Common.... 30,000'	PLAIN WHITE OAK
4/4" No. 3 Common.... 30,000'	3/4" 1s & 2s.... 15,000'
5/4" No. 1 Com. & Sel. 50,000'	3/4" No. 1 Com. & Sel. 15,000'
6/4" Con. & Btr.... 35,000'	4/4" 1s & 2s.... 50,000'
PLAIN RED GUM	5/4" 1s & 2s.... 12,000'
4/4" No. 1 Com. & Sel. 25,000'	5/4" No. 1 Com. & Sel. 35,000'
5/4" No. 1 Com. & Btr. 15,000'	8/4" Log Run.... 15,000'
6/4" No. 2 Common.... 100,000'	QUARTERED WHITE OAK
QUARTERED RED GUM	4/4" 1s & 2s.... 40,000'
4/4" No. 1 Com. & Sel. 15,000'	4/4" No. 2 Common.... 50,000'
5/4" No. 1 Com. & Sel. 25,000'	4/4" C. & B. Strips.... 30,000'
	6/4" No. 1 & 2 Com.... 35,000'
	8/4" No. 1 & 2 Com.... 14,000'

Geo. C. Brown & Co.

PLAIN WHITE OAK	PLAIN RED OAK
5/8" No. 2 Com. & Btr. 55,000'	5/8" No. 1 & No. 2.... 70,000'
4/4" No. 2 Com. & Btr. 70,000'	6/4" No. 1 & No. 2.... 20,000'
6/4" No. 2 Com. & Btr. 75,000'	6/4" No. 2 Com. & Btr. 170,000'
PLAIN RED OAK	PLAIN MIXED OAK
5/8" No. 1 & No. 2.... 70,000'	4/4" Sound Worn.... 25,000'
6/4" No. 1 & No. 2.... 20,000'	4/4" No. 3 Common.... 50,000'
6/4" No. 2 Com. & Btr. 170,000'	4/4" No. 3 Common.... 30,000'
CYPRESS	4/4" No. 3 Common.... 30,000'
1/4" No. 2 Com. & Btr. 80,000'	4/4" No. 1 Com. & Btr. 100,000'
5/4" No. 1 Com. & Btr. 100,000'	8/4" Shop & Btr., green. 110,000'
8/4" Shop & Btr., green. 110,000'	8/4" No. 2 C. Dimension 50,000'
8/4" No. 2 C. Dimension 50,000'	WHITE ASH
4/4" 1s & 2s.... 30,000'	5/4" No. 2 Common.... 15,000'
5/4" No. 2 Common.... 15,000'	4/4" No. 3 Common.... 20,000'
4/4" No. 3 Common.... 20,000'	

Mark H. Brown Lbr. Co.

HARDWOODS

MEMPHIS

SAP GUM	
1 1/2" Box Boards, 11-17"	55,000'
1 1/2" Box Boards, 11-12"	30,000'
1 1/2" Box Boards, 8-10"	36,000'
1 1/2" FAS	18,000'
1 1/2" FAS	73,000'
1 1/2" FAS, 1" & up	23,000'
1 1/2" FAS	68,000'
1 1/2" No. 1 Common	75,000'
1 1/2" No. 1 Common	105,000'
1 1/2" No. 1 Common	102,000'
1 1/2" No. 2 Common	71,000'
QUARTERED SAP GUM	
1 1/2" No. 1 Com. & Btr.	18,000'
1 1/2" No. 1 Com. & Btr.	104,000'
1 1/2" No. 1 Com. & Btr.	300,000'
10 1/4" No. 1 Com. & Btr.	6,000'

Ferguson & Palmer Company

QUARTERED WHITE OAK	
4 1/4" FAS	28,000'
4 1/4" No. 1 Common	46,000'
4 1/4" No. 2 Common	45,000'
5 1/4" FAS	14,000'
5 1/4" No. 1 Common	20,000'
6 1/4" FAS	11,000'
6 1/4" No. 1 Common	16,000'
8 1/4" FAS	4,000'
8 1/4" No. 1 Common	24,000'
QUARTERED RED OAK	
4 1/4" FAS	16,000'
4 1/4" No. 1 Common	38,000'
PLAIN RED OAK	
3 1/4" FAS	35,000'
4 1/4" Com. & Btr.	48,000'
4 1/4" Sound Wormy	45,000'
5 1/4" Com. & Btr.	44,000'
8 1/4" No. 1 Common	11,000'
SYCAMORE	
4 1/4" Log Run	35,000'
6 1/4" Log Run	20,000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.
Band Mill—BUDE, MISS.

General Sales Offices
1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of
WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

COTTONWOOD	
4 1/4" BB., 9-12"	8 mo., 2 cars
4 1/4" BB., 13-17"	8 mo., 2 cars
4 1/4" FAS, 6-12"	8 mo., 3 cars
4 1/4" No. 1 Com., 8 mo.	4 cars
5 1/4" FAS, 8 mo.	4 cars
5 1/4" No. 1 Com., 8 mo.	5 cars
PLAIN RED GUM	
4 1/4" No. 1 Com., 6 mo.	1 car
5 1/4" No. 1 Com., 6 mo.	2 cars
QUARTERED RED GUM	
6 1/4" No. 1 Com., 6 mo.	1 car
8 1/4" Com. & Btr., 6 mo.	3 cars
PLAIN SAP GUM	
4 1/4" FAS, 10 mo.	3 cars
4 1/4" No. 1 Com., 10 mo.	8 cars
4 1/4" No. 2 Com., 10 mo.	3 cars
5 1/4" FAS, 12 mo.	3 cars
6 1/4" FAS, 12 mo.	1 car
6 1/4" No. 1 Com., 12 mo.	5 cars

Johnson Bros. Hdwd. Co.

QUARTERED RED GUM	
1 1/2" No. 1 Com. & Btr.	15,000'
8 1/4" No. 1 Com. & Btr.	46,000'
10 1/4" No. 1 Com. & Btr.	11,000'
PLAIN RED GUM	
1 1/2" FAS	11,000'
8 1/4" No. 1 Com. & Btr.	31,000'
PLAIN SAP GUM	
1 1/2" FAS	25,000'
5 1/4" No. 1 Common	50,000'
5 1/4" No. 2 Common	25,000'
PLAIN RED GUM	
5 1/4" FAS	25,000'
5 1/4" No. 1 Common	25,000'
PLAIN BLACK GUM	
4 1/4" No. 1 Com. & Btr.	8,000'
8 1/4" No. 1 Com. & Btr.	49,000'
QUARTERED BLACK GUM	
8 1/4" No. 1 Com. & Btr.	22,000'

10 1/4" Log Run	85,000'
ELM	
12 1/4" Log Run	108,000'
10 1/4" Log Run	84,000'
5 1/4" Log Run	50,000'
4 1/4" Log Run	24,000'
MAPLE	
10 1/4" Log Run	65,000'
8 1/4" Log Run	30,000'
4 1/4" Log Run	20,000'
ASH	
16 1/4" Com. & Btr.	30,000'
12 1/4" Com. & Btr.	92,000'
10 1/4" Com. & Btr.	80,000'
8 1/4" Com. & Btr.	73,000'
8 1/4" No. 2 Common	14,000'
6 1/4" Com. & Btr.	25,000'
6 1/4" No. 2 Common	15,000'
5 1/4" No. 1 & No. 2 Com.	33,000'
4 1/4" No. 1 Common	38,000'
4 1/4" No. 2 Common	45,000'
4 1/4" No. 3 Common	17,000'

QUARTERED WHITE OAK	
1 1/2" No. 1 Common	30,000'
4 1/4" FAS	30,000'
4 1/4" No. 1 Common	100,000'
4 1/4" No. 2 Common	50,000'
1 1/2" FAS	10,000'
1 1/2" No. 1 Common	30,000'
1 1/2" No. 1 Common	10,000'

PLAIN WHITE OAK	
1 1/2" FAS	60,000'
1 1/2" No. 1 Common	30,000'
1 1/2" FAS	15,000'
1 1/2" Sound Wormy	50,000'
4 1/4" No. 3	100,000'

PLAIN RED OAK	
1 1/2" FAS	17,000'
1 1/2" No. 1	6,000'
4 1/4" No. 2	30,000'
1 1/2" No.	50,000'

Brown & Hackney, Inc.

ASH	
4 1/4" Log Run	91,000'
8 1/4" Log Run	70,000'
10 1/4" Log Run	58,000'
12 1/4" Log Run	38,000'
16 1/4" Log Run	33,000'

BASSWOOD	
4 1/4" Log Run	56,000'
12 1/4" Log Run	75,000'

CYPRESS	
4 1/4" Select & Btr.	40,000'
5 1/4" Select & Btr.	52,000'
6 1/4" Select & Btr.	45,000'
8 1/4" Select & Btr.	45,000'

Stimson Veneer & Lbr. Co.
INCORPORATED

Regular Widths and Lengths, Dry

COTTONWOOD	
4 1/4" Com. & Btr., 6 mo.	1 car
RED GUM	
5 1/8" Com. & Btr., 6 mo.	1 car
4 1/4" 1s & 2s, 6 mo.	1 car
4 1/4" No. 1 Com., 6 mo.	5 cars
SAP GUM	
5 1/8" 1s & 2s, 4 mo.	4 cars
5 1/8" No. 1 Com., 4 mo.	2 cars
4 1/4" 1s & 2s, 4 mo.	1 car
4 1/4" No. 1 Com., 4 mo.	2 cars
QTD. RED GUM	
8 1/4" 1s & 2s, 6 mo.	1 car
SOFT MAPLE	
6 1/4" Log Run, 6 mo.	1 car
RED OAK	
4 1/4" 1s & 2s, 6 mo.	4 cars
4 1/4" No. 1 Com., 6 mo.	5 cars
5 1/4" Com. & Btr., 4 mo.	1 car
WHITE OAK	
4 1/4" 1s & 2s, 6 mo.	2 cars
4 1/4" No. 1 Com., 6 mo.	5 cars
QTD. WHITE OAK	
4 1/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

QUARTERED RED GUM	
1 1/2" FAS	1 car
4 1/4" No. 1 Common	3 cars
PLAIN SAP GUM	
1 1/2" No. 1 Common	1 car
QUARTERED SAP GUM	
6 1/4" No. 1 Com. & Btr.	5 cars
10 1/4" No. 1 Com. & Btr.	5 cars
12 1/4" No. 1 Com. & Btr.	3 cars
PLAIN SAP GUM	
1 1/2" No. 2 Common	5 cars
1 1/2" No. 3 Common	1 car
PLAIN RED OAK	
5 1/4" No. 1 Com. & Btr.	3 cars
6 1/4" No. 1 Com. & Btr.	3 cars
8 1/4" No. 1 Com. & Btr.	3 cars
PLAIN MIXED OAK	
4 1/4" No. 3 Common	3 cars
1 1/2" Sound Wormy	3 cars
ASH	
5 1/4" No. 1 Com. & Btr.	1 car
6 1/4" No. 1 Com. & Btr.	1 car
10 1/4" No. 1 Com. & Btr.	1 car
5 1/4" No. 2 Common	2 cars
ELM	
1 1/4" Log Run	1 car
6 1/4" Log Run	3 cars
8 1/4" Log Run	1 car
12 1/4" Log Run	1 car
MAPLE	
1 1/4" Log Run	1 car
SYCAMORE	
1 1/4" Log Run	1 car
CYPRESS	
6 1/4" Select	1 car
6 1/4" No. 1 Shop	1 car
6 1/4" No. 1 Common	1 car
1 1/4" No. 1 Common	5 cars
8 1/4" No. 1 Common	5 cars

Erskine Williams Lumber Co.

HARDWOODS

MEMPHIS

PLAIN WHITE OAK

1 1/2" FAS	241,000'
1 3/8" FAS	243,000'
3/4" FAS	122,000'
4 4" FAS	204,000'
5 8" No. 1 Common	19,000'
4 1/2" No. 1 Common	194,000'
1 2" No. 2 Common	14,000'
5/8" No. 2 Common	14,000'
4 4" No. 2 Common	101,000'
4 1/2" No. 2 Common	150,000'

PLAIN RED OAK

3/8" FAS	66,000'
1 1/2" FAS	41,000'
5/8" FAS	38,000'
4 1/2" FAS	35,000'
5 8" No. 1 Common	47,000'
3 1/2" No. 1 Common	185,000'
4 1/2" No. 1 Common	159,000'

5 1/2" No. 1 Common	71,000'
1 1/2" No. 2 Common	26,000'
5/8" No. 2 Common	153,000'
3 1/2" No. 2 Common	74,000'
1 1/4" No. 2 Common	134,600'
3 1/4" No. 2 Common	29,000'
4 1/2" No. 2 Common	367,000'

PLAIN RED AND WHITE OAK

4 1/2" Sound Wormy	59,000'
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QUARTERED WHITE OAK

1 1/4" FAS	37,000'
1 1/2" FAS	276,000'
3 1/2" FAS	60,000'
6 1/4" FAS	96,000'
1 1/2" No. 1 Common	79,000'
5/8" No. 1 Common	117,000'
3 1/4" No. 1 Common	36,000'
4 1/2" No. 1 Common	702,000'
5 1/4" No. 1 Common	148,000'
6 1/2" No. 1 Common	74,000'

PLAIN WHITE OAK

4 4" FAS	64,000'
4 4" No. 1 Common	432,600'
4 1/2" No. 2 Common	101,000'
8 4" Bridge Plank	31,000'

PLAIN RED OAK

4 4" FAS	29,000'
4 1/2" No. 1 Common	191,000'
4 4" No. 2 Common	32,000'

PLAIN RED AND WHITE OAK

4 4" No. 3 Common	232,000'
QUARTERED RED GUM	
5 1/2" FAS	96,000'
5 1/2" No. 1 Common	121,000'
6 1/4" No. 1 Common	31,000'
8 4" No. 1 Common	31,000'

PLAIN RED GUM

5 8" FAS	27,000'
4 1/2" FAS	27,000'
4 4" No. 1 Common	77,000'

PLAIN SAP GUM

5 1/2" FAS	96,000'
4 4" FAS	122,000'
4 4" FAS, 13-17" BB.	35,000'
5 1/2" No. 1 Common	95,000'
4 4" No. 1 Common	57,000'
1 1/2" No. 2 Common	281,000'
1 1/2" No. 2 Common	21,000'
6 1/2" No. 2 Common	34,000'

QUARTERED SAP GUM

5 1/2" FAS	125,000'
5 1/2" FAS	90,000'
8 4" FAS	26,000'
7 4" No. 1 Common	67,000'
6 4" No. 1 Common	39,000'

ASH

4 4" Log Run	113,000'
ELM	
6 4" Log Run	56,000'

Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

QUARTER SAWN SYCAMORE	
5/8" No. 2 Com. & Btr.	60,000'
4 4" No. 1 Com. & Btr.	27,000'
5 4" No. 1 Com. & Btr.	75,000'
6 4" No. 1 Com. & Btr.	100,000'

PLAIN SAWN SYCAMORE	
5/8" No. 1 Com. & Btr.	100,000'
4 4" No. 1 Com. & Btr.	60,000'
5 4" No. 2 Com. & Btr.	200,000'
5 4" No. 1 Com. & Btr.	150,000'
10 4" No. 2 Com. & Btr.	75,000'

LOCUST	
4 4" Log Run	20,000'

HACKBERRY	
5 4" Log Run	100,000'

HICKORY	
6 4" Log Run	28,000'
8 4" Log Run	150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

C. B. COLBORN SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension Lumber for Manufacturers of

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS
RAILROAD CAR AND TRACK MATERIAL

Standard sizes in hand for prompt shipment. Special items
sent to order.

Office, Dimension Mill and Yard
Belt Line Railroad at McLean Street
Postoffice Box 795

Kellogg Lumber Co.

QUARTERED RED OAK

4 4" 1s & 2s	2 cars
4 4" No. 1 Common	5 cars
4 4" No. 2 Common	4 cars
4 4" 1s & 2s, 10" & up.	1 car
5 4" 1s & 2s	2 cars
5 4" No. 1 Common	2 cars
5 4" No. 2 Common	1 car
6 4" No. 2 Common	1 car
4 4" Strips, 2-5 1/2"	3 cars

QUARTERED WHITE OAK

5 4" No. 1 Common	1 car
5 4" No. 2 Common	1 car
6 4" No. 1 Common	1/3 car
6 4" No. 2 Common	1/3 car
4 4" No. 1 Common	1/2 car
4 4" No. 2 Common	5 cars
4 4" No. 2 Common	5 cars

PLAIN SAP GUM

4 4" 1s & 2s	3 cars
4 4" 1s & 2s, 13" & up.	2 cars
5 4" 1s & 2s	1 car
5 4" 1s & 2s, 13" & up.	2 cars
5 4" 1s & 2s, 18" & up.	1 car
4 4" No. 1 Common	5 cars
5 4" No. 1 Common	2 cars
4 4" No. 2 Common	5 cars

QUARTERED RED GUM

8 4" 1s & 2s	1 car
8 4" No. 1 Common	2 cars
6 4" No. 1 Common	2 cars
5 4" No. 1 Common	2 cars
4 4" 1s & 2s	1 car

PL. RED GUM, FIG'D WOOD

4 4" 1s & 2s	1 car
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QTD. RED GUM, FIG'D WOOD

8 4" 1s & 2s	1 car
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The Frank A. Conkling Co.

4 1/2" & 5 1/2" No. 2 Com.	1 car
ELM	
1 1/2" Log Run	2 cars
6 1/2" Log Run	1 car
8 1/2" 10 1/2" 12 1/2" No. 2 C	1 car

COTTONWOOD

1 1/2" FAS	2 cars
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PLAIN SAP GUM

4 4" Box Boards, 13-17"	3 cars
1 1/2" Box Boards, 9-12"	1 car
4 4" FAS	1 car
1 1/2" No. 1 Common	2 cars
4 4" No. 2 Common	1 car

QUARTERED SAP GUM

4 4" FAS	1 car
1 1/2" No. 1 Common	1 car
8 4" FAS	2 cars
8 4" No. 1 Common	1 car

QUARTERED RED GUM

1 1/2" FAS	2 cars
1 1/2" No. 1 Common	2 cars

8 4" FAS	1 car
8 4" No. 1 Common	1 car

PLAIN RED OAK

1 1/2" FAS	3 cars
1 1/2" No. 1 Common	3 cars
5 1/2" No. 2 Common	2 cars
6 1/2" No. 1 Common	1 car
6 1/2" No. 1 Common	1 car

QUARTERED WHITE OAK

5 8" FAS	1 car
7 8" No. 1 Common	1 car
4 1/2" FAS	2 cars
1 1/2" No. 1 Common	5 cars
1 1/2" No. 2 Common	1 car
5 1/2" No. 1 Common	1 car
5 1/2" No. 2 Common	2 cars
6 1/2" No. 1 Common	1 car
6 1/2" No. 2 Common	1 car
8 4" FAS	1 car
8 4" No. 1 Common	1 car

Dickson & Lambert Lumber Co.

COTTONWOOD

4 4" Box Boards, 9-12"	100,000'
4 4" Box Boards, 13-17"	100,000'
4 4" FAS, 6-17"	200,000'
4 4" No. 1 Common	100,000'

SOFT MAPLE

10 4" Log Run	150,000'
4 4" No. 2 Common	50,000'

CYPRESS

4 4" No. 1 Shop	100,000'
4 4" No. 1 Common	200,000'
4 4" No. 1 Com., 6", 8", 10", 12" Wide	200,000'
4 4" No. 2 Common	200,000'
5 4" No. 1 Common	100,000'
6 4" No. 1 Common	75,000'

PLAIN SAP GUM

5 4" No. 1 Common	100,000'
8 4" FAS	100,000'
8 4" No. 1 Common	75,000'

ASH

5 1/2" No. 2 & No. 3	200,000'
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SYCAMORE

4 4" No. 2 & No. 3	250,000'
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QUARTERED SAP GUM

4 4" No. 2 Common	50,000'
6 4" Com. & Btr.	50,000'

Chapman & Dewey Lbr. Co.

HARDWOODS

MEMPHIS

The Mossman Lumber Co.

INCORPORATED

Manufacturers and Dealers in All Kinds

BAND SAWN
HARDWOOD LUMBER AND
DIMENSION STOCK

QUARTERED WHITE OAK	
4/4" 1s & 2s.....	10,000'
4/4" No. 1 Common.....	30,000'
5/4" No. 2 Common.....	30,000'
6 1/4" No. 1 Common.....	7,000'
6 1/4" No. 2 Common.....	15,000'
PLAIN OAK	
4/4" 1s & 2s (White).....	43,000'
4/4" No. 1 C. (White).....	30,000'
1 1/4" No. 2 C. (White).....	35,000'
5/8" No. 1 C & B. (Red).....	16,000'
1 1/4" No. 1 Com. (Red).....	30,000'
1 1/4" No. 2 Com. (Red).....	32,000'
QUARTERED RED GUM	
5/4" No. 1 Com. & Btr.....	60,000'
6 1/4" No. 1 Com. & Btr.....	110,000'
8 1/4" No. 1 Com. & Btr.....	30,000'
QUARTERED RED GUM SAP NO DEFECT	
6 1/4" 1s & 2s.....	10,000'
8 1/4" 1s & 2s.....	15,000'
PLAIN SAP GUM	
5/8" No. 1 Com. & Btr.....	16,000'
1 1/4" 1s & 2s.....	8,000'
5/4" No. 1 Common.....	10,000'
SOFT ELM	
4/4" No. 1 Common.....	20,000'
4/4" No. 2 Common.....	135,000'
4/4" No. 3 Common.....	85,000'
5 1/4" No. 1 Common.....	25,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.

Capacity 25 Million Feet per Annum

Sales Office: MEMPHIS, TENN.

PLAIN RED OAK	
4/4" 1s & 2s.....	70,000'
4/4" Nos. 1 & 2 Com.....	50,000'
4/4" No. 3 Common.....	65,000'
4/4" Sound Wormy.....	50,000'
PLAIN WHITE OAK	
4 1/4" 1s & 2s.....	25,000'
4/4" Nos. 1 & 2 Com.....	25,000'
QUARTERED WHITE OAK	
4/4" 1s & 2s.....	10,000'
4/4" No. 1 Common.....	25,000'
4/4" No. 2 Common.....	15,000'
PLAIN RED GUM	
3/4" No. 1 Com. & Btr.....	15,000'
4/4" No. 1 Common.....	50,000'
5/4" No. 1 Com. & Btr.....	15,000'
4/4" Box Boards, 13-17".....	25,000'
PLAIN SAP GUM	
4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common.....	125,000'
4/4" No. 2 Common.....	50,000'
5/4" Log Run.....	200,000'
6 1/4" 1s & 2s.....	5,000'
QUARTERED RED GUM	
4/4" 1s & 2s.....	12,000'
4/4" No. 1 Common.....	25,000'
6 1/4" No. 1 Com. & Btr.....	15,000'
8 1/4" No. 1 Com. & Btr.....	25,000'
QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.....	25,000'
5/4" No. 1 Com. & Btr.....	75,000'
8 1/4" No. 1 Com. & Btr.....	50,000'
TUPELO	
4/4" No. 1 Com. & Btr.....	50,000'
COTTONWOOD	
4 1/4" No. 1 Common.....	25,000'
4 1/4" No. 2 Common.....	100,000'
8 1/4" No. 3 Com. & Btr.....	30,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

WHITE ASH	
5/4x10" & up 1s & 2s.....	3,000'
5/4x10" & up 1s & 2s.....	1,000'
6 1/4x10" & up 1s & 2s.....	13,000'
8 1/4x10" & up 1s & 2s.....	15,000'
1 1/4x6" & up 1s & 2s.....	65,000'
5 1/4x6" & up 1s & 2s.....	35,000'
6 1/4x6" & up 1s & 2s.....	58,000'
8 1/4x6" & up 1s & 2s.....	100,000'
10 1/4" Com. & Btr.....	130,000'
12 1/4" Com. & Btr.....	18,000'
16 1/4" Com. & Btr.....	18,000'
1 1/4" No. 1 Common.....	175,000'
5/4" No. 1 Common.....	75,000'
6 1/4" No. 1 Common.....	50,000'
8 1/4" No. 1 Common.....	250,000'
10 1/4" No. 1 Common.....	17,000'
12 1/4" No. 1 Common.....	12,000'
4/4" No. 2 Common.....	33,000'
5/4" No. 2 Common.....	13,000'
6 1/4" No. 2 Common.....	10,000'
8 1/4" No. 2 Common.....	50,000'
0 1/4" No. 2 Common.....	13,000'
12 1/4" No. 2 Common.....	8,000'
16 1/4" No. 2 Common.....	1,000'
Will make special price on following:	
1 1/4x6" up 1s & 2s Ash.....	25,000'
all 8-10".....	25,000'
5 1/4x6" up 1s & 2s Ash.....	13,000'
all 8-10".....	13,000'
8 1/4x6" up 1s & 2s Ash.....	10,000'
medium texture.....	10,000'
8 1/4" No. 1 Common Ash.....	60,000'
medium texture.....	60,000'
8 1/4" No. 2 Common Ash.....	10,000'
medium texture.....	10,000'

Thompson-Katz Lbr. Co.

ASH	
5/4" Log Run.....	2 cars
6 1/4" FAS 10" & up.....	1 car
No. 2 Common.....	1 car
BEECH	
8 1/4" Log Run.....	2 cars
6 1/4" FAS 10" & up.....	1 car
No. 2 Common.....	1 car
COTTONWOOD	
4 1/4" FAS, med. Btr.....	1 car
QUARTERED RED GUM	
1 1/4" No. 1 Com. & Btr.....	1 car
(10,000' FAS, 5,000' No. 1 C&S)	
8 1/4" No. 1 Com. & Btr.....	1 car
(10,000' FAS, 5,000' No. 1 C&S)	
8 1/4" FAS, SND.....	2 cars
8 1/4" No. 1 C & S, SND.....	2 cars
10 1/4" No. 1 C & S, SND.....	1 car
10 1/4" FAS, SND.....	1 car
8 1/4" No. 1 C & S, SND.....	5 cars
12 1/4" over 5" wide.....	
BLACK GUM	
5/4" No. 1 Com. & Btr.....	1 car
each order.....	
PLAIN SAP GUM	
1 1/4" FAS.....	1 car
3/4" FAS.....	1 car
QUARTERED WHITE OAK	
4/4" No. 1 Com. & Sel.....	1 car
5 1/4" FAS.....	1 car
5 1/4" No. 1 Com. & Sel.....	1 car
6 1/4" No. 1 Com. & Sel.....	1 car
PLAIN RED OAK	
1 1/4" No. 1 Com. & Sel.....	5 cars
5/4" No. 1 Com. & Sel.....	2 cars
PLAIN WHITE OAK	
8 1/4" No. 1 Com. & Sel.....	1 car
STYCAMORE	
(30% FAS, 50% No. 1 Common, 20% No. 2 Common)	
1 1/4" Log Run.....	1 1/2 car
1 1/4" L. R. Run.....	1 1/2 car
8 1/4" Log Run.....	1 car
WILLOW	
1 1/4" No. 2 Common.....	1 car

Louisiana Red Cypress Co.

ASH	
4/4" FAS.....	19,000'
8 1/4" No. 1 Common.....	24,000'
4/4" No. 2 Common.....	16,500'
5/4" FAS.....	53,600'
5/4" No. 1 Common.....	57,000'
5/4" No. 2 Common.....	17,200'
6 1/4" FAS.....	14,000'
6 1/4" No. 1 Common.....	80,000'
8 1/4" No. 1 Com. & Btr.....	155,000'
10 1/4" No. 1 Com. & Btr.....	12,000'
12 1/4" No. 1 Com. & Btr.....	22,500'
CYPRESS	
4/4" FAS.....	78,000'
4/4" Select.....	64,800'
4/4" No. 1 Shop.....	72,400'
5/4" FAS.....	19,000'
5/4" Select.....	27,600'
5/4" No. 1 Shop.....	32,400'
3 1/4" FAS.....	33,700'
8 1/4" Select.....	46,400'
POPLAR	
4/4" FAS.....	15,000'
4/4" FAS, SND.....	22,000'
4/4" No. 1 Common.....	95,000'
5/4" No. 1 Common.....	39,000'
6 1/4" No. 1 Common.....	17,000'
TENNESSEE RED CEDAR	
4/4" No. 1 Com. & Btr.....	90,000'
PLAIN WHITE OAK	
4/4" FAS.....	20,000'
4/4" No. 1 Common.....	53,000'
6 1/4" No. 1 Common.....	52,000'
8 1/4" FAS.....	17,000'
8 1/4" No. 1 Common.....	31,000'
PLAIN RED OAK	
1 1/4" FAS.....	21,000'
4/4" No. 1 Common.....	15,000'
5/4" No. 1 Common.....	65,000'
6 1/4" No. 1 Common.....	75,000'
8 1/4" FAS.....	28,000'
8 1/4" No. 1 Common.....	37,000'
QUARTERED WHITE OAK	
4 1/4" Clear Strips.....	22,000'
4 1/4" No. 1 Common.....	38,000'
5/4" No. 1 Common.....	48,000'
6 1/4" FAS.....	10,000'
6 1/4" No. 1 Common.....	11,000'

Welsh Lumber Company

WHITE ASH	
5/4" No. 1 Com. & Btr.....	100,000'
4/4" No. 1 Com. & Btr.....	90,000'
4/4" No. 2 Common.....	75,000'
5/4" No. 2 Common.....	45,000'
COTTONWOOD	
4/4" FAS.....	225,000'
5/4" FAS.....	150,000'
5/4" No. 1 Common.....	100,000'
SOFT ELM	
4/4" Log Run.....	50,000'
12 1/4" No. 1 Com. & Btr.....	225,000'
SOFT MAPLE	
4/4" Log Run.....	50,000'
4/4" No. 2 Common.....	150,000'
10 1/4" Log Run.....	90,000'
12 1/4" Log Run.....	115,000'
13 1/4" Log Run.....	90,000'
PLAIN SAP GUM	
5/8" No. 1 Com. & Btr.....	40,000'
3 1/4" No. 1 Com. & Btr.....	100,000'
4/4" No. 2 Common.....	200,000'
5/4" No. 1 Com. & Btr.....	60,000'
5/4" No. 2 Common.....	100,000'
6 1/4" No. 2 Common.....	50,000'
8 1/4" FAS.....	100,000'
QUARTERED RED GUM	
4/4" No. 1 Com. & Btr.....	60,000'
5/4" No. 1 Com. & Btr.....	20,000'
6 1/4" No. 1 Com. & Btr.....	30,000'
8 1/4" No. 1 Com. & Btr.....	20,000'
QUARTERED SAP GUM	
1 1/4" No. 1 Com. & Btr.....	150,000'
5/4" No. 1 Com. & Btr.....	50,000'
6 1/4" No. 1 Com. & Btr.....	175,000'
8 1/4" No. 1 Common.....	30,000'
PLAIN RED OAK	
4 1/4" FAS.....	30,000'
4 1/4" No. 1 Common.....	100,000'
5 1/4" No. 1 Common.....	100,000'
PLAIN WHITE OAK	
5/4" No. 1 Common.....	90,000'
QUARTERED WHITE OAK	
5 1/4" FAS.....	30,000'
5 1/4" No. 1 Common.....	60,000'

Grismore-Hyman Co.

WHITE ASH

4/4" FAS 10" & up.....	1 car
5/4" FAS 10" & up.....	1 car
6 1/4" FAS 10" & up.....	1 car
4/4" FAS, Regular.....	2 cars
5/4" FAS, Regular.....	2 cars
6 1/4" FAS, Regular.....	2 cars
8 1/4" FAS, Regular.....	2 cars
4/4" No. 1 Com. & Btr.....	3 cars
5/4" No. 1 Com. & Btr.....	2 cars
6 1/4" No. 1 Com. & Btr.....	2 cars
8 1/4" No. 1 Com. & Btr.....	3 cars
10 1/4" No. 1 Com. & Btr.....	2 cars
12 1/4" No. 1 Com. & Btr.....	1 car
14 1/4" No. 2 Common.....	1 car
5 1/4" No. 2 Common.....	1 car
6 1/4" No. 2 Common.....	1 car
8 1/4" No. 2 Common.....	1 car

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

"HOOSIER HAVE MADE"

DRY HARDWOODS

4 4" FAS Quartered White Oak.....	1/2 car
4 4" No. 1 Common Quartered White Oak.....	3 cars
1 1/2" No. 2 Common & Better Quartered White Oak.....	1/2 car
4 4" Clear Quartered White Oak Strips.....	1 car
5 4" No. 1 Common & Better Quartered White Oak.....	2 cars
5 8" No. 2 Common & Better Quartered White Oak.....	1 car
4 4" No. 1 Common & Better Quartered Red Oak.....	2 cars
4 4" FAS Plain Red Oak.....	1 car
4 4" FAS Plain White Oak.....	1 car
5 8" No. 2 Common & Better Quartered Sycamore.....	2 cars
4 4" No. 2 Common & Better Quartered Sycamore.....	1/2 car
5 4" No. 2 Common & Better Quartered Sycamore.....	1 car
5 8" No. 2 Common & Better Plain Sycamore.....	1 car
10 4" No. 2 Common & Better Beech.....	2 cars
12 4" No. 2 Common & Better Hard Maple.....	2 cars
14 4" No. 2 Common & Better Soft Maple.....	2 cars
5 8" No. 2 Common & Better Soft Maple.....	1 car
14 4" No. 2 Common & Better Elm.....	1 car
6 4" No. 2 Common & Better Hickory.....	2 cars
10 4" No. 2 Common & Better Hickory.....	1/2 car
5 8" No. 2 Common & Better Poplar.....	2 cars
4 4" No. 2 Common & Better Quartered Black Gum.....	1 car
5 8" to 8 4" FAS Walnut.....	1 car
5 8" x3" and 4" Crating.....	3 cars
1 1/2" Wide Crating.....	1 car

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COLUMBUS, INDIANA

All Our Logs Are Like These

*These fine white oak logs grew five miles
from our mill. Plenty more just like them*



Straight or Mixed Carlots
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 Poplar Gum Cherry
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Indiana Quartered Red and White OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

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FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

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Pierson-Hollowell Lumber Co.

Manufacturers and Wholesalers
HARDWOOD LUMBER

Write for our prices on

WALNUT

Also get our prices on

OAK, WHITE ASH, BEECH
MAPLE, SOFT ELM, POPLAR

And other hardwoods

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507-508 Lemcke Bldg., Indianapolis, Indiana

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HARDWOODS HISTORY

CYPRESS

TENNESSEE YELLOW

4/4 Selects	15,000
4/4 Shop (No. 1&2)	65,000
4/4 No. 1 Common	80,000
4/4 No. 2 Common	80,000
5/4 Shop (No. 1&2)	30,000
6/4 Selects	18,000
6/4 Shop (No. 1&2)	70,000
6/4 No. 1 Common	15,000
8/4 1s&2s	45,000
8/4 Selects	45,000

ALL BAND SAWED, EDGED AND TRIMMED
50% OR MORE LONG LENGTHS
SPLENDID WIDTHS

This Lumber Is READY for Prompt Shipment
WRITE OR WIRE FOR PRICES

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NORTH VERNON, INDIANA

Eisaman-Richer Lumber Co.

PERU, INDIANA

Specializing in

**Indiana
Black Walnut**

Situated in the heart of Indiana, where are still grown the finest hardwoods in the country, our mills at Peru and Kokomo produce "Hoosier Hardwoods" exclusively. Inquiries solicited on heavy Oak, Ash, Hard Maple, Elm, Beech and Sycamore.



**OUR
Indiana White Oak**
is just as good as ever

The tree producing these five white oak logs, cut within five miles of our mill, contained 5000 feet of high grade oak lumber. This is not exceptional with us, as we are running steadily on Indiana timber of equally fine character.

CHARLES H. BARNABY

Mfr. of Band Sawed Hardwood Lumber and Veneers
GREENCASTLE, INDIANA

ASH TOUGH INDIANA STOCK

4/4" 1s&2s	15,000 ft.
8/4" No. 1 Common & Better	26,000 ft.
8/4" No. 1 Com. & Better, 10" and up.	7,000 ft.
10/4" No. 1 Common & Better	57,000 ft.
12/4" No. 1 Common & Better	50,000 ft.
16/4" No. 1 Common & Better	9,000 ft.
4/4" No. 1 Common	29,000 ft.
5/4" No. 1 Common	19,000 ft.
4/4" No. 2 Common	20,000 ft.
5/4" No. 2 Common	11,000 ft.
6/4" No. 2 Common	28,000 ft.
12/4" No. 2 Common	10,000 ft.

ALL BAND SAWN—WELL MANUFACTURED—
DRY—EXCELLENT WIDTHS AND LENGTHS

This Lumber Is Ready for Prompt Shipment

WRITE OR WIRE FOR PRICES

Maley & Wertz Lumber Co.

Mills: EVANSVILLE, IND.; KEIRN, MISS.

Ask Grandad. He Used Them

E. SONDHEIMER COMPANY

MEMPHIS, TENNESSEE

MANUFACTURERS HARDWOOD LUMBER

DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN RED GUM

5/8" 1s & 2s.....	75,000'
4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Common..	75,000'

QUARTERED RED GUM

4/4" 1s & 2s.....	30,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	12,000'
5/4" No. 1 Common..	25,000'
6/4" 1s & 2s.....	21,000'
6/4" No. 1 Common..	5,000'
8/4" 1s & 2s.....	25,000'
8/4" No. 1 Common..	25,000'
10/4" No. 1 C. & B..	40,000'
12/4" No. 1 C. & B..	9,000'

QUARTERED SAP GUM

5/8" 1s & 2s.....	25,000'
5/8" No. 1 Common..	15,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
6/4" 1s & 2s.....	25,000'
6/4" No. 1 Common..	25,000'

SOFT ELM

6/4" Log Run	25,000'
8/4" Log Run	100,000'

PLAIN SAP GUM

3/4" No. 1 Common..	25,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
1x13-17" Box Bds..	100,000'
5/4" 1s & 2s.....	100,000'
5/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	200,000'
6/4" 1s & 2s.....	25,000'
6/4" No. 1 Common..	50,000'

PLAIN RED OAK

3/4" 1s & 2s.....	30,000'
8/4" No. 1 Common..	100,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	100,000'
4/4" No. 3 Common..	200,000'
5/4" 1s & 2s.....	15,000'
6/4" No. 1 C. & B..	10,000'
8/4" No. 1 C. & B..	10,000'

QUARTERED RED OAK

4/4" No. 1 Common..	15,000'
4/4" No. 2 Common..	15,000'

QUARTERED WHITE OAK

4/4" No. 1 Common..	17,000'
4/4" No. 2 Common..	15,000'

PLAIN WHITE OAK

3/4" No. 1 Common..	40,000'
4/4" 1s & 2s.....	15,000'
4/4" No. 1 Common..	15,000'
4/4" No. 2 Common..	15,000'
5/4" No. 3 Common..	25,000'

WILLOW

4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	25,000'
5/4" 1s & 2s.....	35,000'
5/4" No. 1 Common..	50,000'
5/4" No. 2 Common..	75,000'
6/4" 1s & 2s.....	75,000'
6/4" No. 1 Common..	75,000'
6/4" No. 2 Common..	25,000'
8/4" 1s & 2s.....	15,000'
8/4" No. 1 Common..	20,000'
8/4" No. 2 Common..	30,000'

QUARTERED TUPELO

4/4" 1s & 2s.....	35,000'
4/4" No. 1 Common..	20,000'

PLAIN TUPELO

4/4" 1s & 2s.....	30,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	35,000'
5/4" No. 1 Common..	17,000'
6/4" 1s & 2s.....	35,000'

6/4" No. 1 Common..	40,000'
6/4" No. 2 Common..	17,000'

COTTONWOOD

4/4" 1s & 2s.....	100,000'
1x13-17" Box Bds..	50,000'
4/4" No. 1 Common..	200,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Common..	25,000'
6/4" 1s & 2s.....	30,000'
6/4" No. 1 Common..	100,000'
6/4" No. 2 Common..	150,000'

ASH

4/4" No. 1 C. & B..	5 cars
8/4" No. 1 C. & B..	3 cars
5/4" No. 1 C. & B..	3 cars
10/4" No. 1 C. & B..	2 cars
3" No. 1 C. & B..	1 car

CYPRESS

1" 1s & 2s.....	3 cars
6/4" 1s & 2s.....	1 car
8/4" 1s & 2s.....	1 car
1" Select	3 cars
1" No. 1 Shop.....	5 cars
5/4" Select	1 car
5/4" No. 1 Shop.....	1 car
6/4" Select	1 car
6/4" No. 1 Shop.....	1 car
4/4" No. 1 Common..	5 cars
4/4" No. 2 Common..	5 cars
4/4" Pecky	1 car

Band Mills:

SONDHEIMER, TALLULAH
and BATON ROUGE, LA.

Write or Wire Us for Prices

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MEMPHIS, TENN.

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LAKE LUMBER CO.

Manufacturers of
HARDWOODS

WHY NOT give us an opportunity to quote
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BIRCH MAPLE
BASSWOOD ELM

ALSO

White Pine Pattern Lumber

THUNDER LAKE LUMBER CO.
RHINELANDER, WIS.

Bigelow
HARDWOOD PRODUCTS

Lower Michigan
Maple, Birch, Elm, Beech

5/4" No. 1 Com. & Selects Maple.....	100,000'
6/4" No. 1 Com. & Selects Maple.....	100,000'
6/4" Maple Step Plank.....	40,000'
8/4" No. 1 Com. & Btr. Maple, 50% FAS..	150,000'
12/4" No. 1 Com. & Btr. Maple, 65% FAS..	125,000'
16/4" No. 1 Com. & Btr. Maple 70% FAS..	20,000'
14/4" No. 1 Com. & Btr. Maple, 50% FAS..	38,000'
4/4" No. 1 Com. 5" & wdr. Birch.....	120,000'
10/4" No. 1 Com. & Btr. Birch, 60% FAS..	50,000'
12/4" No. 1 Com. & Btr. Birch, 60% FAS..	20,000'
4/4" No. 1 Com. & Btr. Soft Elm.....	40,000'
6/4" No. 1 C. & Btr. Soft Elm, 40% FAS..	150,000'
12/4" No. 1 C. & Btr. Soft Elm, 60% FAS..	70,000'
4/4" No. 2 Com. & Btr. Beech.....	100,000'
5/4" No. 2 Com. & Btr. Beech.....	125,000'

HARDWOOD SPECIALISTS

The BIGELOW-COOPER CO.
Bay City, Michigan



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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Vol. LIH

CHICAGO, APRIL 25, 1922

No. 1

Review and Outlook

General Market Conditions

THE MOST IMPRESSIVE and potential influence upon the hardwood lumber market is daily pictured in newspaper accounts of unprecedented flood conditions throughout the Mississippi Valley. It is hardly within the memories of old residents that the present and threatened danger was so great. The floods this year reach practically from Minnesota to the Gulf, involving most of the main tributaries along that tremendous stretch of waterway. The result has been a long sustained pressure upon the levees, and due to the floods and the rains there has been such a thorough soaking that a break appears imminent at almost any time.

The picture is too impressive to be effectively covered editorially, and we have, therefore, given complete description in two other articles elsewhere in this issue. It is the desire of the editors, though, to emphasize with the utmost earnestness that the condition this year, particularly with regard to its effect upon southern hardwood lumbering, is almost unbelievable and almost such as to be beyond exaggeration. The editors feel that the influence of this condition upon the hardwood markets is so real and so important that no words can properly emphasize the necessity for acquiring a correct understanding of the situation.

The flood this year comes at a time when mill production has been very short. In addition, the past few weeks have seen a definite increase in inquiries and a surprising amount of actual orders and shipments. To a small extent, the flood has stimulated movements, certain instances showing of substantial offerings at reduced prices in order to move stock ahead of the flood waters. Because of the low stock in general, though, this influence will not be particularly impressive. The result of the natural stimulation of business and of this distress movement will be substantial inroads into already depleted stocks of southern lumber, following which, due to almost total interruption of woods work and 75 per cent to 80 per cent interruption of sawmill operation, there can be very little production to offset outbound movement.

A notable and peculiar feature of the present condition in the hardwood market is the fact that while business has substantially improved, prices have shown very little upward tendency until the past few days. This is undoubtedly caused by the general resistance to buying, which, however, due to improvement in business in general and growing shortage of various hardwood grades, is gradually being worn down. HARDWOOD RECORD predicts substantial strengthening in values, particularly considering that

southern operators do not, with very few exceptions, anticipate being able to resume before July.

The better outlook in consuming industries supports this belief. Furniture sustains its fairly satisfactory volume, while building records are steadily improving. More than half of current and proposed construction is for residence purposes, which will require first, substantial volume of hardwoods for trim, floors, etc., and secondly, a substantial purchase of furniture for replacement and addition. Other industries are showing more life and better prospect, the automobile trade having gone heavily into southern fields for large supplies of hardwood lumber at fair prices. A new hope is seen in the implement industry. This line has not recorded any real improvement, but is distinctly more optimistic because of better outlook for agriculture.

The record shows consistent removal of basic factors from the unfavorable to the favorable side of the balance, and while a year ago practically all of the basic influences were on the unfavorable side, today 75 per cent of them have been transferred to the favorable column. Thus, while there are still many fundamentals to be corrected, the progress is steady, and for business in general the outlook appears to indicate a consistent though gradual improvement. This will be influenced by conditions peculiar to certain industries, and so far as hardwood market is concerned it certainly will react to the indescribable flood condition which is assuming such dominant proportions.

Forest Products Laboratory Condemns Misleading Kiln Drying Claims

HARDWOOD RECORD'S ATTENTION has been quite frequently drawn during the past week or two to a certain circular pertaining to the saving of lumber in the wood-using industries with particular reference to possible savings in kiln drying. The circular contains two startling statements, one to the effect that:

You can practically eliminate all shrinkage in both thickness and width. When properly kiln-dried, six months' air-dried boards calipered thicker when they came out of the kiln than when they went in by careful check. Four quarter lumber comes from some kilns $\frac{1}{8}$ " thick, having lost 6 per cent in width during the process. Correct drying would almost eliminate this shrinkage from the green size of the board, and therefore save at least 10 per cent of the lumber.

The second statement reads:

Correctly dried lumber will not warp or shrink under varying atmospheric conditions.

Both of these claims were so startling and revolutionary as to raise serious doubts in the minds of the editors of *HARDWOOD RECORD* as to their correctness. In fact, there is absolutely no reason for anyone with any knowledge of the subject of kiln drying to consider them as correct. However, in order to officially verify this conviction, a letter was addressed to the Forest Products Laboratory at Madison, Wis., quoting these two claims as made in the circular and asking for its direct opinion on these two questions.

A return reply was received immediately as follows:

It is possible, by various special treatments, to produce wide variations in the shrinkage of lumber; we have even produced quite an appreciable shrinkage with an actual gain in moisture content. We have likewise been able to reduce the shrinkage very materially by means of a very rapid surface drying. It may be stated, however, as a broad, well-established principle, that the lumber dried in these unusual and special ways is *not* satisfactory for remanufacture into first-class products. One of the essentials of good drying is that the stock shall come out of the kiln free from drying stresses and defects, and this can not be done if the shrinkage be prevented. We strongly recommend that no effort be made, in the drying, to "save lumber" by impeding the shrinkage.

Correctly dried lumber will swell and shrink with atmospheric changes, whether it has been dried in the air or in the kiln, but the amount of warping should be very small unless the atmospheric changes are different on the different sides of the lumber.

To recapitulate: The prevention of shrinkage in seasoning is not good practice and does not yield good results. Swelling and shrinkage take place in properly dried lumber with atmospheric changes.

If this explanation is not sufficiently clear or definite, please let me know.

It is unfortunate that such misinformation is issued and particularly unfortunate that it should be given any credence. It appears that the Laboratory had received numerous inquiries on this subject since the circular was issued, indicating that the ridiculousness of the claims is not generally understood.

The above are the official facts in the case, and it should be generally recognized that the only way to kiln dry lumber to prevent shrinkage is to use such incorrect methods of kiln drying as will ruin the lumber, and secondly, that the laws of physics and the structure of wood absolutely require that the volume of a piece of wood alter with atmospheric changes. The reasons for these principles are more fully established in a further article on the subject appearing in other columns of this issue.

The Value of Lumber Sponsorship

NO INDUSTRY IN HISTORY, except lumbering, has forged ahead to such notable position without previously breaking down the barriers and overcoming its isolation. In the lumber industry that very fraternity of spirit which has always characterized its membership has resulted as much from that isolation as from the pioneering nature of the industry, which of necessity has linked its personnel together.

The long and romantic history of lumbering, inclusive of the marketing of the product, has been marked by notable changes which until rather recent years had not attained a degree of modern development sufficient to dignify the industry at large as efficient and progressive. The manufacture of lumber has advanced tre-

mendously over the merchandising end of the business. In fact the disparity in development became so marked as to compel attention within the industry, through which fact forward looking achievements have been consummated more or less recently.

In reviewing the proceedings of the recent lumber congress at Chicago as recorded in the April 10th issue, one encounters many noteworthy indications, but outstanding among these is the extremely favorable showing the industry made in an informal discussion with Secretary of Commerce Hoover. Prefacing his address before the congress, Secretary Hoover asked to be intimately posted on those provisions which have been made by the industry in relation to certain measures to protect the public as to grades, quality, lumber measure, standardization, sizes, and other matters of this sort, which are of necessity involved in modern and correct merchandising.

The industry may very well feel a glow of pride in the praiseworthy examples which were immediately and intelligently explained to Secretary Hoover. It goes without saying that as he had presented to him descriptions of efficient merchandising agencies providing for just that measure of public protection with which he is concerned, and covering a substantial bulk of lumber production and shipment, he must have attained an infinitely more complimentary impression of the lumber industry than before he attended the Chicago meeting.

In years gone by about the only recognition which the lumber industry gained from the public was concerned with actual or fancied misdeeds in its relations with the ultimate buyer. Today as a result of a very short period of intelligent study of true merchandising within the industry, it is gaining every day in public confidence as exemplified through the efficient service plans described to Secretary Hoover, and this growing confidence in the public mind is in no sense misplaced.

Important Announcement

A revised chart showing new rates on southern hardwood lumber effective April 13, as prepared by the Southern Hardwood Traffic Association at Memphis, is being printed in its official form by *HARDWOOD RECORD* and will be mailed under separate cover to all subscribers by April 28. *HARDWOOD RECORD* wishes to emphasize that this is the only issuance of these revised tariffs, and hence that this is the only means offered for securing complete schedule of the new tariff officially issued by the railroads involved. A similar chart showing the celebrated advance of August 26, 1920, was issued by *HARDWOOD RECORD* at that time. The new chart will supersede it and in addition will contain a substantial number of additional shipping and receiving points. Subscribers are requested to look for their copy of this chart, which should reach most offices by the first or second of May.

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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates. Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

Promotion of Maple Definitely Arranged For

A comprehensive publicity campaign to extend the market for maple was agreed upon by the Michigan Hardwood Manufacturers' Association at the spring meeting of the association in Grand Rapids, Mich., at the Pantlind hotel on April 19.

F. O. Barden of Boyne City, president, was authorized to appoint a committee with full power to act, to co-operate with a similar committee from the Northern Hemlock & Hardwood Manufacturers' Association in mapping out a thoroughgoing plan of procedure to promote the more extensive use of maple by advertising and other publicity means.

In order that the campaign may be properly financed J. C. Knox of Cadillac, secretary, was instructed to assess the membership 10 cents on each thousand feet of maple shipped, the assessment to become retroactive to Jan. 1, 1922.

This maple promotion campaign has been under consideration since the winter meeting of the Michigan Hardwood Manufacturers' Association in Detroit, at which time the membership voted unanimously to inaugurate such a campaign, provided the co-operation of the Northern Hemlock & Hardwood Manufacturers' Association could be secured. This was granted by the latter association at its annual meeting some time ago and the assessment for financing the campaign raised to 10 cents the thousand feet shipped. The Michigan operators had originally voted a 5 per cent assessment. Therefore, the way is entirely clear for an inauguration of the campaign as soon as the details can be worked out.

Swan Explains Publicity Methods

The undertaking of the maple campaign was the result of the marked success with the campaign for the promotion of "Beautiful Birch," and somewhat similar methods will be pursued in the maple campaign. O. T. Swan of Oshkosh, Wis., secretary of the Northern association, was present at the Grand Rapids meeting and explained the methods that will be pursued. Not only will display advertising space be used in publications reaching the consuming trade, but booklets and other forms of follow-up advertising matter will be compiled for circulation and exhibits of maple in its many virtues and uses will be made at conventions, county fairs, etc. Manufacturers' salesmen also will be furnished with information on maple, which will enable them to give its story eloquently and accurately to their customers and prospects. In addition to all this a well-qualified man will probably be employed to do "missionary work" among prospective maple consumers.

Because of the fact that maple flooring manufacturers are already spending approximately \$20,000 a year to advertise their product, it was decided that members manufacturing maple flooring would not be assessed on the wood consumed in their own plants, but only on shipments to other manufacturers. The new campaign will be so planned that there will be no duplication of the maple flooring advertising efforts.

The question of beech promotion was raised by D. H. Day of Glen Haven, which brought the information that beech will probably be the next wood to be exploited by an organized advertising campaign.

There was some discussion of the association's work in the light of the recent Hardwood Case decision, and Secretary Knox advised the members in his report that he was confident the association's methods will bear the closest scrutiny of any fair-minded body of the authorities.

Conditions Are Favorable

Secretary Knox's report also examined the present economic status of the association's membership, reporting that the stock report of April 1 revealed a very favorable condition as compared with previous years. Hardwood stocks on hand sold and unsold on that date totaled 123,330,000 feet, of which 70 per cent was No. 2 common and better, and 30 per cent No. 3 common. Hemlock

stocks sold and unsold totaled 50,750,000 feet, of which about 4,000,000 feet were sold. Shipments and production during the quarter ended March 31 indicated a decided improvement in trade. Not much business is being done in hemlock bark, he stated. Very few members intend to peel bark this year. Reports indicate that 500 cords are left over from last year. The estimated peel for this year is 7,550 cords, of which 2,000 are reported sold at \$9.25 per cord of 2,240 pounds. Several members estimated the price a cord \$9 to \$17, f. o. b. point of shipment.

Referring to railroad freight rates, Mr. Knox stated that rates on lumber and forest products to points in Michigan are exceedingly high and that the Michigan Traffic League had entered a complaint before the state public utilities commission at Lansing, which was heard April 21.

Some very interesting figures on the average cost of production and distribution of lumber during 1921 was given by the secretary, as the result of a questionnaire on the subject, which he was authorized to send out at the winter meeting of the association. The following are the totals: From stump to mill, \$15.60; milling, yarding and marketing, \$9.24; miscellaneous, \$3.22; total cost, \$28.06; stumpage value, \$10.55; interest on investment, \$7.60; total cost value of lumber, \$46.21, as against \$51.70 for 1920.

Grade and Talley Marking Commended

The grade marking and talley-carding of lumber, such as recommended by the American Lumber Congress and endorsed by Secretary of Commerce Hoover, was commended by W. L. Saunders of Cadillac, Mich., who reported for the grading rules committee. Mr. Saunders believed that if this policy is not adopted by the manufacturers, legislation will ultimately be enacted compelling them to do so. Such legislation, he conceived, would probably provide not only for branding, but also for government inspection and other governmental supervisions.

A discussion of railroad freight rates followed this report, and Mr. Swan advised that the Northern Hemlock & Hardwood Manufacturers' Association has filed a complaint against lumber freight rates from its territory, in an effort to remove the discrimination resulting from the recent readjustments in rates from southern hardwood producing territory. The Michigan freight committee had invited the Michigan Hardwood Manufacturers' Association to discuss with it its requirements in the way of freight readjustments within the state, and Mr. Saunders requested all members of the traffic committee present to meet with him following the general session, in order to discuss ways and means of procedure in the attempt to secure equitable reductions.

It was decided to hold the annual convention of the association in Detroit next July, on a date to be announced later.

Central States Forestry League Asks That Idle Acres Be Put to Tree Growing

"We deplore the fact that our Lake States are today allowing over 30,000,000 acres of land to lie idle, when these lands might well produce yearly 5,000,000,000 feet of lumber, more than \$150,000,000 of crop income and even more in labor income, transportation and traffic," reads a portion of one of the resolutions adopted by the Central States Forestry League, which met for the second time on April 19 and 20 in Chicago under the auspices of the Public Affairs Committee of the Union League Club.

The league further resolved that, "All lands not actively and profitably used today should at once be started in the direction of useful forestry." * * *

"This meeting wishes to go on record," another resolution said, "declaring that forestry in the United States can be made as good a business as it is abroad; that the forest as a crop far excels farm crops in using poorer soils and colder localities; that the

forest generally exceeds the farm crop in converting cheap lands into valuable per acre properties, paying taxes and paying a modest nature-made interest rate with far greater regularity, besides producing materials which support manufacture and transportation fully equal in value to the value of the crop itself."

While urging this action, by co-operation of the States with the Federal Government the League further went on record as opposing the school of thought which would place the responsibility and the expense of reforestation upon lumber manufacturers and other owners of timber. The league did this by adopting a resolution which confirmed the resolutions on the national forestry policy adopted by the National Lumber Manufacturers' Association at its annual meeting in Chicago on April 4 and 5. These resolutions said:

Recognizing the public's responsibility for the formulation and conduct of a sound and adequate program of forest conservation and replacement, the lumber industry desires again to pledge the aid of its facilities to the end that our forest policy may be sound and practical, and suited to the nation's need.

No policy regarding our national resources is sound or can be permanently effective which is not consistent with the sound economic principles which have stood the test of the experience of men and nations. Reliance by the public upon effort to compel by law the practice of forestry by individuals irrespective of its profitability or prospect of profit is unwise because it can not be effective. Trees can not be legislated into the ground, nor can laws change men's minds as to what is profitable and what is not.

Enduring and reassuring accomplishment in systematic replacement of needed forests will come only when the public which is the beneficiary, in its own interest, in its own behalf and at its own expense shall itself have assumed this responsibility.

The members of the resolutions committee are as follows: W. G. Hollis of Minneapolis, Minn., chairman pro tem.; A. J. Smith of Decatur, Ind.; J. H. Himmelberger of Cape Girardeau, Mo.; E. E. Parsonage of Moline, Ill.; Dr. L. H. Pammel of Ames, Iowa; Prof.

F. Roth of Ann Arbor, Mich., and Edmund Seerest of Wooster, Ohio.

The eight states having membership in the League were represented by men or women selected by the governors of the several states. The eight states represented are as follows: Ohio, Indiana, Illinois, Michigan, Wisconsin, Missouri, Iowa and Minnesota.

Gov. J. A. O. Preus of Minnesota attended the meeting personally to represent his state, and took an active and leading part in the discussions of forestry conditions in the various states.

Among the distinguished forestry authorities present was Prof. J. W. Toumey, dean of Yale Forest School, who declared that the correct use of the land is the greatest problem confronting the American people. It is the greatest basic resource from which comes food, clothing and shelter. A land policy must be adopted that will insure for all future time an adequate supply of the materials that grow from the soil, and the supply of wood can not be assured until the annual growth is equal to the annual consumption. In reply to a question he said that there is in the United States enough nonagricultural land to supply the country's wood needs forever, if it is put to the growing of wood at once. In his opinion the advance in the price of forest products will be proportionately greater in coming years than will the advance in agricultural products. As a consequence, the time will come when lands now used for agriculture can be more profitably put to growing trees. Prof. Toumey said that state forests should be linked up with the parks, and they should become the playgrounds of the people.

The meeting was presided over by W. L. Hall of Chicago, former assistant United States Forester, who acted as chairman in place of John V. Norcross, chairman of the Public Affairs Committee of the Union League Club, who sponsored the meeting.

Wet Woods Stop Nearly All Delta Operations

If statistics recently gathered by HARDWOOD RECORD from twenty-one representative hardwood manufacturers scattered throughout the Mississippi delta region are a fair criterion, only some 33 per cent of the mills were cutting and virtually no logging was going on in this region around April 1. Of the twenty-one mills reporting, nineteen had not logged from 10 days to a year; one had not logged for a year or more because of general conditions, and another had done no logging since the fall of 1921, but this because of the practice of banking enough logs at the mill in the fall to make a winter's run. Of these mills that were not logging, five reported that they probably would not resume their logging operations for sixty days; four for thirty days; two for ninety days, one for ten days, one for 120 days and the remainder for indefinite periods.

In a majority of the cases logging operations had been stopped because of wet woods, and the stopping of the mills had followed for a similar reason.

These mills were asked what percentage of log input to normal they had got out of the woods the past winter, and only one had got out as high as 80 per cent. Five replied that they had logged 50 per cent; one, 75 per cent; one, 70 per cent; one, 60 per cent; one, 40 per cent; one, 30 per cent; one, 25 per cent, two, no per cent and others indefinite amounts, but all subnormal. The majority of these reported that they had been able to get their logs in to the mill and saw them up, but one mill said that it had 2,000,000 feet of logs in the woods going to waste and another had 1,000,000 in the woods in an inaccessible position.

Of the mills that reported down one had not cut for 180 days; one for 300 days; two, 30 days; one, 60; one, 7; one, 21; one, 15; one, 10. All of these reported that they would not resume operations for 10 to 60 days.

In reply to the question, "What is your total stock, all grades, as

compared to normal?" five mills replied 100 per cent; three, 50 per cent; three, 60 per cent; three, 75 per cent; two, 70 per cent; one, 80 per cent; one, 40 per cent, and one, 35 per cent.

Overstocked on Lower Grades

The next question asked was, "How is this proportioned as between the upper and lower grades?" Nearly all reported a larger proportion of lower grades. One mill had over 100 per cent more lower grades than upper; two, 90 per cent more; one, 80 per cent; one, 60 per cent. One mill, however, had 60 per cent more upper grades than lower; one 50 per cent more FAS than lower; one, an equal amount of upper and lower grades. Others merely reported a great deal more lower than upper grade stock.

"How is your quantity of upper grades compared to the normal amount of upper grades on hand?" brought these answers: four, 100 per cent; one, 200 per cent; two, 75 per cent; one, 50 per cent; three, 25 per cent; one, 10 per cent, and others indefinite, but sub-normal amounts.

Following this was the question, "How does your quantity of lower grades compare to the normal amount of lower grades on hand?" Two mills replied that they had on hand 200 per cent more lower grades than usual; two mills had 150 per cent more; one, 125 per cent more; six, over 100 per cent more; one, 75 per cent more, and one, 40 per cent more. One mill stated that while it had on hand a normal supply of upper grades, it has "given away" its lower grade stock and had none on hand.

Requested to tell, "What tendency do you experience in the matter of inquiries and sales?" a majority of the mills answering this question reported conditions unsatisfactory. Some mills reported that both inquiries and orders were few, while others that had been receiving a good many inquiries stated that few of these resulted in orders. Several mills reported business as "spotted." Four mills, however,

reported business as improving, and one of these said that the quantity of stock being sold was increasing daily. One mill reported business as "good."

Opinions on Conditions

The final question of the series which elicited the above information concerns the manufacturer's "version of the present and early future manufacturing and sales of hardwood lumber?" and because the answers must necessarily be largely opinions, could not be answered in as specific terms as the other questions. These opinions are about equally divided among those who see no immediate prospect for improvement in demand and prices, and those who expect an increase in demand and advance in prices, especially during the fall. However, the best way to estimate these varying opinions on conditions and weigh one against the other is to read them, and, accordingly a few of the more interesting ones will be quoted:

1. We expect to be very cautious in laying plans for extensive manufacture of lumber. In fact, can't operate at a profit right now. We will operate on a hand-to-mouth policy until assured of a steady market for our output. We don't expect any great call for hardwood lumber as a whole, but on some items we look for a severe shortage. This applies to the early future. This fall we expect to see demand for a larger volume of hardwood lumber, with steady increase until at least normal demand is reached. But prices will be higher.

2. In our section (Alabama) we are greatly handicapped from early fall until spring by rainy weather, which makes logging impossible. However, after May 1 we expect manufacturing to improve in volume, which will have a tendency to hold present low prices down, as we can't expect very much improvement in business until foreign trade is awakened, which will not happen until credit is established.

3. There will be very little hardwood lumber manufactured in the Delta until the latter part of June. After the floodwaters run off it will take three to four weeks for the swamps to dry out. We look for sales of hardwood lumber to increase and prices of low grades to advance.

4. We look for very little improvement in sales in the immediate future, and the mills are not manufacturing any more than they can help. That is, none of them would be running if it was not to keep their organization intact, or on account of short life timber, on which the time to remove from the land has about run out. Looking at the situation from the millman's point of view, there is very poor encouragement to run.

5. As a whole we regard conditions as too uncertain to be making preparations of any kind toward starting any of our mills.

6. Do not believe there will be more than 30 per cent of usual output of hardwood in the Southern territory in the next two or three months. Do not look for any rush of buying or any material improvement in prices.

7. Manufacture of hardwoods will be curtailed by excessive rains throughout the entire South. Do not look for normal production until normal consumption is reached and better prices obtained by producers.

8. Do not look for a heavy demand until fall, when will look for a marked shortage and higher prices.

9. Our shipments in feet for the last three months of 1921 were the largest in our history. We fell off approximately 30 per cent during January and February, but our business for March compared favorably with the best business we have ever had. We anticipate our shipments for the next sixty days will fall off to some extent because of our inability to supply certain grades and thicknesses that are in demand. We anticipate a considerable increase in the consumption of hardwoods from all the various woodworking lines, as compared with 1921. Stocks unquestionably are very much lighter than a year ago, especially in the higher grades, and we believe that lumber of good quality is going to find a ready market throughout the year; in fact, we fear that in many items the supply will be unequal to the demand.

10. We had the largest shipment from our mills in March of this year that we have had since the middle of 1920. We overshipped our mill cut about 200,000 feet. However, just at the present writing, things seem to be a little quiet and unless we get in a considerable business we will not be able to ship the mill cut through the month of April.

11. Business is fairly good and we look for a slight but steady increase from now on. Prices seem to be steady and, taken as a whole, we believe the lumber business looks better now than it has for the last two years.

This should suffice to demonstrate what the hardwood lumber manufacturers in the Mississippi Delta region believe will be the conditions in their industry during the next few months. Statistics quoted at the beginning of the article, showed how overwhelmingly logging and mill production had been curtailed around April 1 by the annual spring flooding of the Mississippi and its tributaries in the delta section.

Floods in South Grow Worse

Flood conditions have become steadily worse in the lower Mississippi valley on the part of both the Mississippi itself and all of its principal tributaries. This is clear from the statement, from official sources, that the Mississippi is higher at Rosedale, Miss.; Helena, Ark.; Arkansas City, Ark.; Greenville, Miss.; Vicksburg, Miss., and Natchez, Miss., than ever before in its entire history. Arkansas, White, St. Francis, and other rivers in Arkansas are at record stages and the same is true of tributaries on the Mississippi side. As a result the area flooded is greater than ever previously known. A government official who has spent much time in the lower valley is himself authority for this statement. Heavy rains in West Tennessee, Arkansas, Mississippi and Louisiana have contributed to the high stage of the rivers in these states and also to the amount of forest and other lands that are covered with water. Further rains in the upper valleys of tributaries of the Mississippi have added to the stage of this stream from Cairo to the Gulf and a second rise is now passing Memphis. This means that the period of flood conditions will be substantially prolonged and that the area now flooded cannot drain for a number of weeks.

Not Much Production Till June

It is conceded by hardwood interests having plants in the flooded area that little, if anything, can be accomplished in the way of hardwood manufacture in the lower valley territory until June 1, if then. Present flood, back and surface waters cannot find outlet to the gulf before that time, even if the weather continues favorable and there are no breaks in the levee system. The protecting

embankments are being subjected to the greatest strain in their history and Memphis lumbermen, with interests in north Louisiana, are fearful that some of the levees will give way, thus resulting in the inundation of vastly greater areas than are now affected.

F. K. Conn, of the Bayou Land & Lumber Co., Yazoo City, Miss., says that flood conditions in his territory are the worst he has ever seen, and that his farm is covered with water to a pretty fair depth for the second time in its history. The forests and all lowlands are flooded with water and train service has been seriously interrupted. His plant is idle and he estimates that considerably more than 50 per cent of the mills in the lower valley are already out of commission. Some plants in North Louisiana are still able to operate but the vast majority of them are shut down because their woods are flooded and because they have been cut off from their log supplies. In the territory south of Helena, Ark., the tracks of the Missouri Pacific are covered with water and train service has been interrupted, cutting off log supplies for all the plants in that center. There is serious interference with hardwood production from the Missouri State line to the extreme southern limits of the hardwood area in Louisiana. It is impossible to give an accurate statement of what is happening at every place but the following gives a pretty definite idea of the extent to which mills have had to suspend operations:

Survey of Mills Not Operating

Memphis—All mills in the southern part of the city and the majority of those in the northern end. Stoppage is due to the cutting off of log supplies.

Proctor, Ark.—The mill of George C. Brown & Co.

Marianna, Ark.—Mill No. 2 of the Miller Lumber Company and the shoo plant of the same firm.

Helena, Ark.—The plants of Perkins Brothers, Helena Band Mill Company, Rex Mill & Lumber Co., J. P. Buchanan and Kurz Brothers. The other companies at Helena have only limited log supplies and will soon be down, including the J. V. Stimson Hardwood Company, Penrod-Jurden Company, Chicago Mill & Lumber Co. and the Van Briggles Veneer Company. It is estimated that every one of these will be idle before May 1.

Sardis, Miss.—Carrier Lumber & Manufacturing Company.

Charleston, Miss.—Lamb-Fish Hardwood Company.

Cary, Miss., and Louise, Miss.—Bellgrade Lumber Company.

Yazoo City, Miss.—Bayou Land & Lumber Co.

Belzoni, Miss.—Alexander Brothers and all companies operating in that particular region.

Vicksburg, Miss.—Double band mill Anderson-Tully Company, and the plants of the Lamb-Gary Lumber Company and Houston Bros. The single band mill of the first named company is the only one running at that point.

Louisiana—Willetts, Black River Lumber Company; Merryville, Sherrill Hardwood Lumber Company; Blanks, Bomer-Blanks Lumber Company; Wilson, Wilson & Cochran; Junks, Alexander Brothers; Holly Ridge and Monroe, Holly Ridge Lumber Company; Winfield, Mansfield Hardwood Lumber Company; Alexandria, Ferd Brenner Lumber Company, and E. Sondheimer Company; Fondale, Kellogg Lumber Company; Shreveport, E. Sondheimer Company; Rayville, Mengel Company and Anderson-Tully Company.

American Hardwood Institute Plan Is Adopted by Committee of Nine

After spending two days in preliminary discussion, the committee of nine, of which James E. Stark of Memphis is chairman, late the afternoon of April 19 adopted plans for organization of the American Hardwood Institute, the new agency to be used for the gathering of the vital statistics of the hardwood industry and distributing these among both producers and consumers. The meeting was held in Memphis.

For the present, however, nothing will be given out for publication beyond the mere fact that the committee of nine, appointed at the recent meeting of the American Hardwood Manufacturers' Association at Louisville, Ky., has reached a decision to proceed with the organization of the institute. A draft of the incorporation papers will be reviewed by counsel employed by the industry, and, until this is done and the attorneys are ready to make their report, no other meeting will be held.

"We are thoroughly satisfied that the plan we have adopted will serve both producers and consumers of hardwood lumber and at the same time meet the most rigid requirements of the government in its views on trade association activities," said Chairman Stark, after adjournment. "The plan is largely the one outlined at the recent annual of the association at Louisville, though it is changed in some respects.

"We have decided not to make any public announcement regarding the plan until it is thoroughly reviewed by counsel and a report has been made to us by the latter."

Mr. Stark would not attempt to forecast the date of the next meeting but it is understood that no time is to be lost and that the plan will be put in operation at the earliest possible moment, on or before July 1.

All members of the committee of nine with the exception of two, Ralph May, of Memphis, and M. W. Stark, of Columbus, O., were present when the meeting was called to order Tuesday morning, April 18. Three sessions were held the first day and two sessions on the 19th. The greater portion of the time was spent in preliminary discussion but the committee got down to business at the concluding session and cleared the way for early institution of the plan.

Members of the committee, besides Chairman Stark, who par-

ticipated in the conferences, were: Ralph Jurden, Memphis; W. M. Ritter, Columbus, O.; B. B. Burns, Huntington, W. Va.; F. K. Conn, Yazoo City, Miss.; B. F. Dulweber, Greenwood, Miss., and C. H. Sherrill, Merryville, La.

L. C. Boyle, general counsel for the association, and L. C. Bell, of Columbus, O., also participated in the meeting. General Boyle left Tuesday evening for Kansas City, while Mr. Bell remained throughout the conference and offered much valuable assistance.

R. M. Carrier, president of the American Hardwood Manufacturers' Association, John M. Pritchard, secretary-manager, and F. R. Gadd, manager of statistics, also attended all of the sessions and took part in the deliberations.

The sessions were characterized by the finest sort of spirit. Harmony prevailed throughout. The committee, the attorneys and the other officials who took part had a big work to do and they tackled the problem with the determination to solve it as quickly as possible. The emphatic statement made by Chairman Stark indicates that it was successful.

Sales Code Conference Will Usher in Twenty-fifth Annual of National Hardwood Lumber Association

The consideration of a Sales Code for the hardwood lumber producing and consuming industries, which has been going on for many months under the leadership of Earl Palmer, chairman of the Sales Code Committee of the National Hardwood Lumber Association, will culminate in a large conference of lumbermen and lumber consumers at Chicago in the Drake Hotel at 2 p. m., June 21, which is the day before the opening of the twenty-fifth annual convention of the National in the Congress Hotel.

Invitations will be sent to all organizations of lumbermen and lumber consumers with which the chairman of the Sales Code Committee has been in correspondence to send a committee of five or not less than three to attend the conference. A number of the furniture and woodworking associations, as well as state and local lumbermen's clubs, to whom this plan has been suggested, have announced their willingness and desire to send a committee to this conference, and in all instances the chairman of the Sales Code Committee will request that the secretary of the association be one of the committee.

The call will also carry with it an earnest and very cordial invitation to all of the organization's delegates to attend the annual convention on the two following days and be the association's guests at the banquet and dinner to be given on the evenings of June 22 and 23 respectively, and also to attend all business sessions of the convention.

Indications are that there will be an attendance at the conference of about 125 and visiting delegates to the sales code conference will be guests of the National Hardwood Lumber Association at a dinner given in their honor at the Drake Hotel Wednesday evening, June 21.

All concerned can rest assured that this association is not going to adopt any Sales Code that is not fair and practicable to every branch of the hardwood lumber industry, producer, distributor and consumer alike.

South Bend Hardwood Club Meets

The South Bend Hardwood Club held its regular luncheon and business meeting Monday, April 17. C. C. Shafer recommended that the club take action looking toward the preservation of the hardwood groves adjacent to South Bend, to be established as a county or state preserve. The matter was favorably discussed and a committee appointed to secure information and formulate a plan of action.

The Stock List Committee reported that the initial issue of "South Bend Stock List" would be ready for distribution on or about May 1.

A discussion of business conditions brought out an almost unanimous report that the volume and general tone of business was better than for some time past and all look for continued steady improvement the only unfavorable factor being the serious flood conditions throughout the Mississippi Valley.

The Executive's Round Table

*This Department Is Maintained for the Use of Hardwood Record's
Subscribers and Is Open at All Times for a Frank Discussion of Any Subject Having to do
with the Production, Sale, Shipment, or Utilization of Hardwood Lumber*

Interesting Thoughts from Important Men on the Subject of Hardwood Dimension Stock

The dimension problem in the hardwood industry is an evolutionary development, which is becoming more and more important as evolution moves in the direction of exhaustion of hardwood supplies. A solution of the problem must be arrived at, because it means conservation, or economy, which is demanded with increasing urgency as the evolutionary process goes on.

The dimension problem has been a subject for discussion in the hardwood producing and consuming industries for nearly two decades, and the discussion has gradually intensified as the need for the solution of the problem has grown. In the last year or more the question has received in the trade the broadest general discussion. The Association of Woodusing Industries was formed more for the purpose of dealing with this question than any other. Its standardization committee, which has been dealing with the problem, is its most active one. The chairman of this committee, Wm. A. Babbitt, has devoted a tremendous lot of time and energy to practical study of the problem and a great deal of the information he secured has been transmitted to the trade in article prepared by him and published in *HARDWOOD RECORD* and other trade papers.

As a result of the activities of this committee the U. S. Forestry Department, through its Forest Products Laboratory at Madison, Wis., some months ago undertook a thorough study of the problem. A crew of investigators was organized and has made studies in a dozen or more chair factories in various parts of the country. The results of these studies is now being summated and the Laboratory promises in the near future to make important revelations to the trade on the dimension question.

In the meantime, it is well that the subject be thoroughly aired in the trade and it is the duty of an organ of the trade, such as *HARDWOOD RECORD*, to foster this discussion. This is why *HARDWOOD RECORD* is devoting the first number of its "The Executive's Round Table" to letters on the dimension question. This exchange of ideas through *HARDWOOD RECORD* entered a most important phase about a month ago when a letter from the operator of a hardwood mill was published. This letter dealt with some of the hard practical difficulties standing in the way of the solution of the dimension problem. For instance, this man maintained that dimension stock can not profitably be manufactured except FAS prices be received for it. He maintained, however, that the furniture, vehicle and other users of hardwood lumber, who would like to purchase their hardwood requirements in dimension, are not generally willing to concede that dimension stock is worth more than No. 1 Common and in some instance No. 2 common prices. He did not want to disparage the value of the dimension movement, but believed that the problem must remain in a stalemate until these differences are reconciled.

This letter elicited other important letters on the dimension subject, one of which is being printed below. Others, which have already been received by *HARDWOOD RECORD*, will be published in this department in subsequent issues.

A Letter from a Large Consumer of Hardwoods

March 31, 1922.—Editor *HARDWOOD RECORD*: Apropos of your letter of March 30, I read with interest letter signed "Sawmill" in a recent issue of *HARDWOOD RECORD* on the dimension proposition. It is, of course, all right for the millman to adopt this attitude. The consequence obviously is, however, that the West Coast people are reaping, in the Middle West territory, profits because of their ability and will-

ingness to furnish dimension stock. We purchase, for instance, from 200,000 to 300,000 feet annually of cottonwood box boards 4/4 13 to 17" wide, which we must have in 14, 16 and 18' lengths. Anything under 14 feet is worthless to us. We formerly secured a good deal of this material from our own tracts in Tennessee, which we operated for twenty-five years. These operations were discontinued last year by a decision of the board of directors which made it necessary for us to go into the market for this material. We have found that we can secure Douglas fir, which is quite as strong and satisfactory as poplar, and get it in any dimension we want without any trouble at all. Consequently we have got about five or six carloads coming in from the Coast now purely because the West Coast mills are willing to supply the lengths we desire, and I suppose I get fifteen circulars a day offering cottonwood and poplar in standard random lengths and widths at prices which show that the millmen have got a lot of lumber on hand and want to get what money they can for it.

We have for many years used from 500,000 to 750,000 feet of 5/8 yellow poplar box boards, 5/8" thick, 13 to 17" wide, in 14, 16 and 18' lengths. The difficulty of securing this material has increased steadily. We were in the market not long ago for several carloads of 6/4 first and second oak, 6' and 12' long, 8" wide, from which we have been accustomed to saw the ribs for our bus body roofs. There were so many objections brought up by those of whom we inquired for price that we threw the whole plan overboard and arranged to use bent ash ribs, and have placed and secured several car orders for these. We use a good deal each year of 8/4 oak for body sills, which must be first and seconds. We buy this material in planks 3" wide or wider, but the lengths must be 14, 16 and 18' long. Fortunately we have got a large stock of this material on hand, enough to run us up into the summer, and I am sending out inquiries now for replenishment of this stock and getting the same objections. They are unwilling to supply dimension basis stuff. Now, frankly, plank oak, poplar or cottonwood of these sizes less than 14' is utterly useless to us. It would be foolish to pay the freight on it, as it would go direct from the car to the furnace.

I don't think our experience is particularly unusual, as I have talked to a number of other manufacturers who have the same complaint. It is obvious that the manufacturer is growing more and more specialized in production. We have, for instance, turned over our entire facilities to the production of school and bus bodies and are the largest manufacturers in the country devoting our facilities exclusively to the production of this one line. It would seem to me that the hardwood manufacturers' organization would do well to secure for users of lumber, especially those who require dimension stock, an estimate basis of their annual production and arrange in turn with the mills for production of such hardwood lumber as could be used by these manufacturers. Now, manufacturers whose stocks have been fairly well exhausted during the past year or so are coming more and more into the market inquiring for prices, and in many cases making quantity purchases preparing for the revival of business, which is slowly but surely coming. The mills have in many cases large stocks of lumber which they are most anxious to dispose of and turn their inventory into money, but the material they have is, in many cases, practically useless as far as the manufacturer is concerned.

As to saying this cannot be done, we can simply use our own experience. We have made the types of bodies that we are now making for the past seventeen years, and in that time we have made other types calling for dimension stock in hardwoods. We have operated our own timber tracts in the South for the past twenty-five years, and have found that it is quite practicable to produce all lumber on a size basis that would amply fulfill our requirements or would fulfill any standard dimension requirements of any manufacturer. No manufacturer expects to buy first and seconds oak on a strictly dimension basis on as low a price basis as he could get random lengths and widths. The manufacturer is perfectly willing to pay this additional price to get this dimension stock, as any one would prefer to secure a carload of material at \$100, practically every foot of which can be used at the factory, than to purchase a carload at \$50, 50 per cent of which, or even more, is not even worth paying the freight to the factory on.

(Signed)

(Continued on page 28)

Who's Who in Woodworking

FINLEY P. MOUNT

President
Advance-Rumely Company
La Porte, Ind.



FINLEY P. MOUNT is of that sturdy stock which founded the American nation and won it, for this free Union of States, from the primal wilderness, the primal savage and the tyranny of the British Crown. His ancestors were mostly tillers of the soil, but who, nevertheless, could take their hands from the plow and grasp a rifle, as some of them did in the Revolutionary and Civil Wars.

Mr. Mount was educated in the public schools and Wabash College, Crawfordsville, Ind. He was graduated from the latter institution in June, 1890, and is entitled to write after his name, "B. S." and "A. M." During the years from 1892 to 1915 he practiced law in Crawfordsville and Indianapolis, and in January, 1915, was appointed by the U. S. District Court of Indiana as receiver of M. Rumely Company and Rumely Products Company. He closed up this receivership in less than one year, and assisted in the formation of the Advance-Rumely Company to purchase and take over the assets of the two companies in receivership. The new company was organized and began business January 1, 1916. Mr. Mount was made president and a director. He is also president and managing director of the Canadian Rumely Company, Ltd., of Toronto, Canada, a subsidiary. Mr. Mount main-

(Continued on page 28)

Moss Again Heads Millwork Cost Bureau

Legality of Bureau's Methods Defended by President Moss at Eighth Annual Convention; Value of Cost Knowledge of Millwork Industry Shown by Discussions

Yielding to the earnest solicitation of the members, who did not desire to change administration at this juncture in the bureau's affairs, F. J. Moss, president of the Millwork Cost Bureau, at the closing session of the eighth annual convention of the bureau, in Chicago at the Congress Hotel on April 20, again accepted re-election.

Mr. Moss reminded the members that he had served the bureau since its organization, and that he earnestly desired to retire and let some other and perhaps younger man take up the burdens of leadership, but the members would not consent to this. They insisted that the affairs of the bureau required his administration for at least another year, because of the general economic situation of the country and the fact that all trade associations are, in effect, under attack as a result of the Hardwood Case and the conditions created by it in the minds of Government departments. Mr. Moss is president of the American Sash & Door Company of Kansas City, Mo.

The two vice-presidents also were re-elected. They are: First vice-president, E. J. Curtis, Curtis Bros. & Co., Clinton, Iowa; second vice-president, Chas. T. Abeles, Chas. T. Abeles & Co., Little Rock, Ark.

The directors had previously re-elected the treasurer, J. A. Loetscher, Farley & Loetscher Mfg. Co., Dubuque, Iowa.

W. P. Flint of course remains as secretary of the bureau.

The Directors

The directors are elected by the various regional groups in the bureau, but these selections were confirmed by the members in convention. The directors are as follows:

Chas. A. Sanders, Sanders Bros. Mfg. Co., Ottawa, Ill.

J. C. Otis, Columbia Lumber & Mfg. Co., Columbia, S. C.

M. B. Copeland, M. A. Disbrow & Co., Omaha, Neb.

E. R. Eaton, J. R. Eaton & Sons, Ltd., Orillia, Ont.

M. S. Enochs, Enochs Lbr. & Mfg. Co., Jackson, Miss.

E. T. Erickson, Curtis Door & Sash Co., Chicago, Ill.

Edmund Goedde, B. Goedde & Co., East St. Louis, Ill.

H. G. Gould, Gould Mfg. Co., Oshkosh, Wis.

O. D. Haskett, O. D. Haskett Lbr. Co., Indianapolis, Ind.

C. H. Hudel, American Lbr. & Mfg. Co., Green Bay, Wis.

Earl A. Hurd, W. F. Hurd Co., Detroit, Mich.

E. R. Jones, Victoria Lbr. Co., Ltd., Shreveport, La.

A. W. King, Woodruff Lbr. Co., Duluth, Minn.

S. S. King, Dayton Lbr. & Mfg. Co., Dayton, Ohio.

A. N. Kylander, Aaron Carlson, Inc., Minneapolis, Minn.

J. A. Loetscher, Farley & Loetscher Mfg. Co., Dubuque, Iowa.
F. J. Moss, American Sash & Door Co., Kansas City, Mo.
C. D. McPhee, Jr., McPhee & McGinnity Co., Denver, Colo.
E. C. Noelke, Noelke-Lyon Mfg. Co., Burlington, Iowa.
J. A. Olson, Standard Sash & Door Co., Chicago, Ill.
A. J. Siegel, Huttig Sash & Door Co., St. Louis, Mo.
Frank Stevens, Waco Sash & Door Co., Waco, Tex.
W. E. Tylander, East Coast Lbr. & Supply Co., Ft. Pierce, Fla.
C. H. Weber, the Keystone Lbr. Co., Pittsburgh, Pa.
T. A. Wilson, the Western Mfg. Co., Ltd., Regina, Sask.
J. H. Winiker, Heidelberg Lumber Co., Inc., Danville, Va.
Robt. York, York Lbr. Mfg. Co., Memphis, Tenn.

Necessity of Cost Knowledge Shown

The convention program occupied a period of two days, during which numerous well-informed members of the bureau related experiences and presented facts to clearly demonstrate the absolute necessity of proper cost information to the prosperity of the millwork industry. The speakers declared that without cost information such as the bureau's methods furnish, the members of the industry can only do business in ignorance and upon the continual hazard of bankruptcy. They related that the work of the bureau has served to place the industry upon a sound economic basis, after years of struggle with unbusinesslike methods, and has taught the members of the bureau to apply to the millwork business those efficient methods of production and financing which the success of modern business enterprise absolutely demands.

But that the gospel of millwork cost information has not yet spread as far as it should and may spread was suggested by the address of Franklin Dickey, secretary of the Pittsburgh (Pa.) Lumbermen's Club and president of the Pittsburgh Estimators' Club, who at the close of the second day's session spoke on "The Planing Mill Owner's Besetting Sin," and in effect summed up the discussions of the previous sessions. Mr. Dickey said that this sin is the planing mill owner's "utter lack of interest in facts concerning his business. Knowledge of these facts is the only known basis on which his business can be successfully conducted," he added.

"As a class," Mr. Dickey continued, "the planing mill owners do not know what the finished product is worth. They do not know in general that there is a right price for every piece of mill work."

In this connection Mr. Dickey stated that there is no law on earth that can make illegal the obtaining of the right price for a piece of millwork. "It is impossible for the manufacturer of millwork to discharge his obligation to himself, to his creditors and the public, if he does not know the right price for his product, he said.



F. J. Moss, Re-elected President

(Continued on page 26)



YARD AND KILN

A Section Intended to Promote Efficiency and Economy in Lumber Drying



Contention That Lumber Does Not Shrink in Drying Shown to Be Fallacious

*By William Snaith

The busy factory executive, and those to whom the more important functions of plant management have been delegated, very often do not have the time, or the inclination, to closely study this important subject, which has all the appearance of complexity and does, in fact, call for more than a little technical knowledge. It is, however, based on a few broad fundamental principles, and it is the purpose of this article to enunciate one of the principal of these, which if rightly understood will prevent the executive from being misled by statements and promises of fabulous savings. We are inspired to write this by some statements we recently saw in

From Circular 213, Forest Service, U. S. Department of Agriculture, the following computations are made and quoted:

LUMBER SHRINKAGE (PER CENT) GREEN TO OVEN-DRY				
Species	Regional growth	In total volume	In radial direction	In tangential direction
Basswood	Pennsylvania	16.5	6.8	9.9
Basswood	Wisconsin	14.5	6.2	8.4
Beech	Indiana	16.5	4.6	10.5
Beech	Pennsylvania	15.8	5.1	10.6
Birch, yellow	Wisconsin	17.0	7.9	9.0
Birch, yellow	Pennsylvania	16.7	6.9	8.9
Chestnut	Tennessee	12.9	3.4	6.8
Elm, cork	Wisconsin	14.1	4.8	8.1

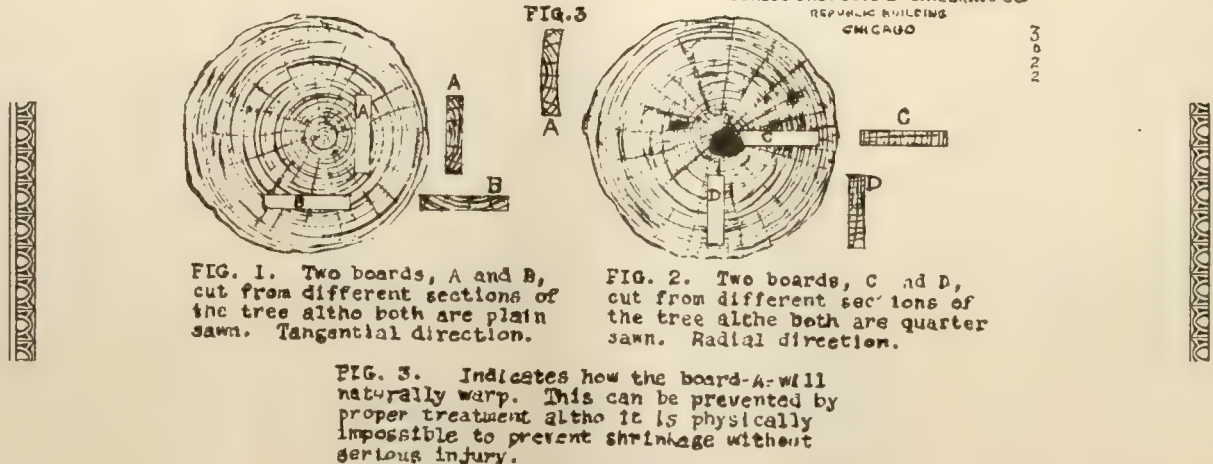


FIG. 1. Two boards, A and B, cut from different sections of the tree altho both are plain sawn. Tangential direction.

FIG. 2. Two boards, C and D, cut from different sections of the tree altho both are quarter sawn. Radial direction.

FIG. 3. Indicates how the board-A will naturally warp. This can be prevented by proper treatment altho it is physically impossible to prevent shrinkage without serious injury.

These Sketches Explain the Directions of Shrinkage

a circular which was intended to convey the impression that the shrinkage of lumber could be entirely eliminated by some special method, or methods, which the author of the circular had conceived. Such statements fly directly in the face of natural physical laws. The particular elementary principle which is violated by these claims is the important fact which can be briefly stated thus—*lumber can not be expanded in drying, but shrinks nearly in direct proportion to the amount of moisture removed. This statement holds true as long as it is understood that the lumber is not to be injured. Of course, it is possible to reduce shrinkage by case-hardening and honey-combing, but we do not suppose that the author of the circular intended to advise the production of these ill effects.*

Laws of Lumber Shrinkage Known

The physical laws pertaining to the shrinkage of lumber through extraction of moisture are just as surely known as the laws pertaining to contraction and expansion of metal in varying temperatures.

* Secretary, Forest Products Engineering Company, Republic Building, Chicago.

Gum, red.....	15.0	5.2	9.9
Maple sugar.....	14.7	4.8	9.2
Maple sugar.....	14.3	4.9	9.1
Maple, silver.....	12.0	3.0	7.2
Oak, white swamp.....	17.7	5.5	10.6
Oak, white.....	16.0	4.8	9.2
Oak, white.....	15.8	6.2	8.3
Oak, red.....	15.3	3.7	8.3
Oak, white.....	14.3	4.9	9.0
Oak, red.....	13.1	3.7	8.3

In the foregoing table we have shown the various regional growths in the sequence of increased shrinkage in volume of the various species of the same group. For example, Indiana white swamp oak shrinks the greatest amount in volume of any of the other oaks shown.

Directions of Shrinkage Shown

An explanation of the two principal directions of shrinkage, tangential and radial, is given in the sketches shown above, the third, longitudinal and negligible, as much so as thermal expansion and contraction.

It will be noted from the shrinkage table above that in the radial direction very few of the species shown shrink more than 6 per cent, only one being higher than 7 per cent. Furthermore, it must

be remembered that the per cent of shrinkage shown is the total from green to oven dry. It is a well known fact that oven dry lumber is unfit for commercial use, perhaps as much so as lumber containing too high a moisture content.

Moisture is contained in the tree, both in the actual fibrous structure and in the open spaces or pores between the fibres. The former is known as "fibre moisture" and the latter as "free moisture."

The total shrinkage from green to oven dry generally takes place after the free moisture has been eliminated and during the process of reducing the fibre moisture. The fibre moisture point is known to be between 25 and 30 per cent, although this does not apply to all species. Some species contain more than 200 per cent (by dry weight of the wood) in their green state. The more common would be around 100 per cent moisture in the green.

For example any species which contain 100 per cent moisture in the green, and which have a known fibre saturation of 25 per cent, could be reduced in moisture either by air drying or kiln drying to the extent of 75 per cent without shrinkage. If the total shrinkage by volume were 10 per cent, as may be determined from available tables, then this entire amount would shrink in reducing the balance of the moisture.

Must Leave Some Moisture In

Since a certain per cent of moisture must be left in the lumber to retain it in near balance with average atmospheric E. M. C. (equilibrium moisture content) conditions, (commonly 5 per cent moisture, although not necessarily correct) the total shrinkage by volume in the perfectly dried board would be four-fifths of 10 per cent or 8 per cent.

From the shrinkage table it will be seen that Tennessee chestnut, for example, shrinks 3.4 per cent radially and 6.8 per cent tangentially or plain and quartered sawn, respectively. As only four-fifths of the total shrinkage would occur in reducing the moisture content to the proper point this would leave 2.72 per cent in the radial direction and 5.44 per cent in the tangential direction.

It is, therefore, obviously impossible to save the same amount in thickness as in width, because whatever the shrinkage in the radial (or plain sawn) direction, it would be approximately twice the amount in the tangential or quarter sawn direction, and the total shrinkage to the correct moisture content would be only 8.18 per cent, none of which could be reduced without injury to the lumber.

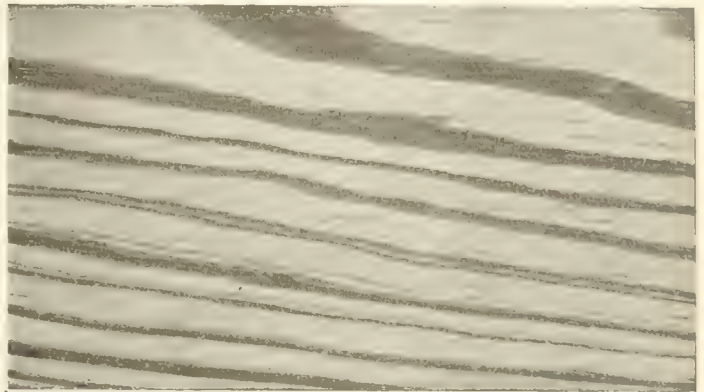
Best Drying Shrinks Most

Of most importance is the fact, well known to those who have made a study of the subject, that the best possible drying practice, unfortunately produces the greatest amount of shrinkage.

There is one certain way of reducing the per cent of shrinkage on the outer dimensions of the boards and that is—case-hardening and honey-combing. In this case the outer surfaces are reduced to a dry state too rapidly, moisture transfusion from the inner fibres does not keep pace with the rate of moisture evaporation from the surfaces and consequently the outer surfaces set rigidly. When the inner fibres finally have given up their moisture and inevitably shrink their energy is not sufficient to shrink the hard outer shell and therefore all the later shrinkage results in internal ruptures; in other words, while the shrinkage of the outer surfaces has been reduced the lumber has been ruined by internal shrinkage or honey-combing.

Savings in woodworking plants can certainly be effected through the elimination of waste, and lumber conditioning no doubt offers one of the most conspicuous possibilities. It is, however, a case where a little knowledge often proves dangerous.

In conclusion, executives are advised to write the Directors, U. S. Forest Products Laboratory, before making any serious changes in their lumber drying and conditioning methods. Dependable advice will gladly be given without obligation and to the extent of the scope of work of that organization.



...on the Sturtevant fan circulation principle.

"Yellowwood, being the most abundant indigenous wood, has been placed foremost on the seasoning program. A quantity of 212 cubic feet of falcate yellowwood was received from the Transkei forests. The green logs were sawed into 1 1/4-inch boards and immediately afterwards placed in the fan kilns. The load was subjected to a drying temperature of 130° F. to 175° F. with humidity varying from 30 to 100 per cent and was steamed at intervals to relieve case-hardening stresses. In 16 days the wood dried from 70 to 7 per cent moisture content. Since then a further quantity of yellowwood has been seasoned and no matter how the boards are cut, flat or deep, there is no warping and cracking. This is most satisfactory."

A South African Report

Note that the green lumber was immediately placed in the fan Kilns.

Note also that in sixteen days it was ready to ship; no tied up capital here.

And further, "no matter how the boards are cut, flat or deep, there is no warping and cracking."

Catalog 282 is full of interesting information and data on lumber drying; a copy will be mailed you free on request.



Sturtevant
PUTS AIR TO WORK

**HIGH HUMIDITY
DRY KILN**

THE KILN WITH A CIRCULATION YOU CAN UNDERSTAND

HYDE PARK, BOSTON, MASS.

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Moss Again Heads Millwork Cost Bureau

(Continued from page 25)

"The reason the mill owner does not get the right price for his product is usually within himself," Mr. Dickey declared, having in mind the ignorance that is inevitable if a manufacturer does not actually know what an article costs him.

He concluded with the statement that the "mill owner has the right to get the right price, or fair profit, for his product, and the only thing that stands between him and this right price is ignorance."

Machine Tests Eliminate Mistakes

The mistakes which the operations of a proper cost system will obviate were strikingly revealed in a discussion of machine performance, in which a number of the members took part. These discussions showed no instance in which a careful check of a machine did not reveal that in actual practice it produced much less, sometimes less than half, claimed for it and roughly estimated by the millwork manufacturer. For instance, President Moss declared that the machines in his plant had been on a stock clock for years; automatic recorders on the moulders showed every stop and every set-up, and yet "we never got better than 52 per cent efficiency."

Previously he declared that the biggest spread between promise and performance in millwork production is on hardwoods. With reference to stickers and planers, he said no machine would get 100 to 150 feet a minute, as often claimed.

Samuel Roberts, president of the Eastern Woodworkers Cost Information Bureau and president of the Grater-Bodey Co., Norristown, Pa., who said he had spent thirty-eight years in the millwork business, declared it a principle that a machine "won't turn out one-half or one-fourth of what the guarantee of the maker says."

This was not always the fault of the machine, the discussion showed, but because of unavoidable conditions of millwork manufacture, which compel stops for set-ups and stops for many other reasons, which preclude the attainment of ideal efficiency in operation.

But nevertheless many mill work manufacturers undertake to, and do, conduct their operations, make bids and sell stock, without testing the performance of their machines. Thus one manufacturer testified that he had been basing his estimates on jobs on a machine performance of 30 feet of stock a minute, while actual tests revealed that he was only getting 17 feet a minute out of his machines.

Moss Defends Legality of Bureau

The entire legality of the methods of the Millwork Cost Bureau was emphasized by President Moss at every opportunity throughout the two days of the convention. He opened the general meeting of the convention on the afternoon of April 19 by reading a letter, which he had addressed to Herbert Hoover, secretary of Commerce, defending the bureau against the imputation of illegality contained in the reply which Attorney-General Daugherty made to Secretary Hoover relative to trade association activities under date of February 3.

Mr. Moss told the Secretary of Commerce that of the eleven trade associations activities on which the attorney general gave his opinion, the first question only, "bears any relation to the activities of the organization for which I am authorized to speak."

Mr. Moss then entered into the following description and defense of the methods of the Millwork Cost Bureau:

Some nine years ago I assisted in forming what is known as the Millwork Cost Bureau. I was made president and have served continuously in that capacity up to the present time. The planing mill business for years had been on the rocks, with more failures to its credit, or discredit, than in any other line of legitimate business involving a large number of skilled employees and similar investments. It was notorious that planing mills doing custom work were a liability rather than an asset, and apparently this deplorable condition was due to the fact that no mill operator had any means of knowing his cost on any job completed in his mill, neither had he any guide or means

of estimating the cost of a given piece of work upon which he was called to quote a price. Several of the more progressive operators had employed cost accountants at great expense to install systems, with the result that not in a single instance did the cost systems as installed by accountants meet the requirements or supply the desired information. They were expensive, impracticable, and did not touch the difficult problems peculiar to the mill business, so that it was decided to form an organization for the sole purpose of conducting a campaign of education. The program involved, first, the development of a practical cost system adaptable to the business; second, the development of cost accountants by acquainting them with the problems peculiar to the business, so that they might install cost systems and instruct others in the operation of same; third, the assembling and dissemination of any and all information relative to **production costs of all kinds of special or custom made millwork**; fourth, the compilation and distribution of a list covering special or custom-made millwork, such list being what is known as a Long List, so that it could not possibly be used as a selling price, but would be subject to a discount, as has always been the custom on stock goods in practically every line of merchandise. There should be no confusion as to this list. If a law were passed prohibiting the distribution of a list on stock goods in any line of business, it would have the effect of restricting rather than increasing competition, for the reason that in the absence of a list, every buyer, in order to make a comparison of prices, would be obliged to secure a price from each manufacturer on every item, and make a comparison of the price quoted on each item, while with the use of the list, in order to make comparisons on all sizes, it is necessary only to compare the discount quoted, thus securing competition from many bidders with the least possible expenditure of time and money. Stock lists are usually established as a result of comparisons of experienced manufacturers with the view of establishing differentials as between the different sizes and designs, based upon experience, so that the use of such a list is an economic necessity in the interest of the public, the manufacturer and the merchant. So much for stock lists.

Conditions of Millwork Industry

Now, what is the condition confronting the manufacturer of custom-made millwork? Here we had a situation where the operator of a planing mill was called upon constantly to estimate the cost of producing articles which he may have produced years or months back, under entirely different conditions, and almost daily called upon to quote prices on new designs which others may, or may not, have produced; and in such case, the mill operator, from the drawings or descriptive matter, plans and specifications, without compass, guide or chart, must submit valid offers to sell for a definite price, the result being that the estimator had absolutely no knowledge of factory burdens or overhead expense, due to the lack of comprehensive cost records, and depending entirely upon his own judgment as to the amount of time and material that would be required, would proceed to establish the price at which the product could be sold. This condition of uncertainty as to costs we seek to remedy by placing the mill operator, so far as it is possible, in position to anticipate as to the amount of actual time and material that will be required, based upon the experience of others who have produced similar designs and quantities. With this information at hand as to the probable amount of labor and material that will be required, the mill operator is then in position to figure his own cost of lumber and apply his own factory and commercial burden and profit. By following this procedure, the mill operator is in position to anticipate as to his cost of production, except the variation that will occur in any plant, due to the varying conditions and the efficiency of the workmen, such variance rendering it impossible for the mill operator to determine his cost with anything like the same certainty which obtains in the case of the wholesaler, the jobber and the retailer, who are in position to know at all times as to the actual cost of that which they offer for sale.

In this connection the word "cost" and the sense in which it is used should be clearly defined. For example, first, prime cost, in the case of a manufacturer, usually means cost of material and productive labor; second, factory cost; in the case of a manufacturer, usually means total factory cost, including prime cost, plus factory burden; in other words, total cost of product without merchandising or selling expense; third, invoice cost, usually means the price paid by the wholesaler, jobber or retailer, without merchandising cost; this basis to the wholesaler, jobber and retailer being the same as factory cost to the manufacturer; fourth, selling cost, being the same as factory cost to the manufacturer and invoice cost to the wholesaler, jobber and retailer, plus the cost of doing business. In order that we may consider this phase of the matter from the same angle, I would like to inquire what basis of cost you and the general are considering. This is germane. There must also be a better understanding of the wide difference between uniform cost and uniform selling prices. Broadly speaking, there is no such thing as uniform production costs, and certainly there should

be no uniform selling price by agreement. Production costs is a question of fact and not one of theory or agreement. Cost varies more or less in every factory, indeed will vary in the same factory on the same product, and scientific cost accounting should reflect the true cost in each case.

List Cannot Result in Uniform Price

This bears directly upon one phase of the Millwork Cost Bureau's activities which would be clearly understood. To determine the cost of any stock product where each day's operation is practically a duplicate of the preceding day, it is comparatively simple. However, in the case of odd work, where no two days' operation is the same, and in the case of a planing mill involves determining costs, first, of stock goods, carried in stock and purchased from manufacturers specializing in that particular line, but frequently made in small quantities by the planing mill in supplying shorts; second, cost of hundreds of other designs, shown in catalogues, but not carried in stock; third, cost of new designs, called for from time to time, similar goods of which may or may not have been produced by others. The quantity in which goods are produced tremendously affects the cost, and the planing mill operator is called upon to supply any of the various classes of goods referred to above in quantities ranging from one to hundreds or more. In this connection will state that at no time has the bureau attempted to establish costs or distribute information bearing on the production of stock goods produced in quantities in stock factories. The purpose of the bureau has been to determine as to the experience of its members concerning the number of hours worked and the material required to produce any one of the three classes of goods in different quantities, sizes, designs, and in the different kinds of wood, made in the planing mill. The time and material used, as reported by those who have made such articles in the past in the various quantities, is accepted as the best guide from which to base a list and determine the cost made on the various quantities and in the various sizes, and in order that there might be no suggestion of a sale price, as stated, the list is known as a long list, and contemplates a heavy discount, as in the case of all stock goods in most all lines of business; and if the department is under the impression that anything like uniformity of discount prevails, it is suspicion without any basis of fact; furthermore, it must be perfectly obvious to anyone possessing the slightest knowledge of the conditions that a uniform discount or selling price of millwork would be ridiculous and impossible, for the reason that the same list is used throughout the United States and parts of Canada, where a wide range of difference in wage scales and conditions exist, and a still greater difference as to the cost of lumber. Mills situated remote from the source of lumber supply, south, west or north, are paying from 10 per cent to 100 per cent (depending upon the grade and freight paid) more than is paid by competitors situated near the source of supply, so that to urge that a list results in a uniform price, or operation in restraint of trade, is contrary to reason and the facts. If there be any question on this point, a comparison of prices quoted, past or present, will suffice.

But, it is said that the list might be used as a basis for price agreement. So they might, as might any list of stock goods in any line of business. A pencil, a book and piece of paper, desk or anything might be so used. Every conceivable thing might be used illegally, but is there any justification in assuming that someone is guilty of wrong-doing for the simple reason that they have the opportunity to do so? Trade associations which the department approves might do illegal acts, but for that reason are men to be denied the right of constructive co-operation? For the reasons as given, and the fact that it is illegal to fix a selling price, the bureau, while seeking to inform its members as to the experience of others concerning the number of hours worked and material necessary to produce the various designs in the different quantities, based upon the experience of those who have produced like quantities, and designs, has always instructed its members to apply their own cost of lumber, and labor, and overhead, in determining their cost.

Again, it is urged by the department that some mills might use the list instead of keeping their own costs, which might be true if the list were a selling price. However, the list, as stated, neither suggests a selling price nor overcomes the wide difference in the cost referred to existing in the different localities, which difference no one can ignore, so that the seller, not knowing the discount quoted by his competitor, is just as much in the dark as to his ultimate selling price as he would be in the absence of a list.

Reason Does Not Sustain Daugherty

Now, let us analyze the statement in the attorney general's letter, which reads as follows:

"It is as clearly a violation of the law to agree upon the cost of an item that constitutes a part of the total cost price when its cost actually varies, as to agree upon the sale price, because the sale price is substantially affected by such agreement."

This may be the law, but the conclusion as to the effect is not borne out in fact or reason. The inference is that manufacturers, having knowledge of the cost used by competitors as to any substantial part of the cost, will operate in restraint of trade by influencing the selling price. Let us follow this line of reasoning, and assume that manu-

facturers of a certain article adopt a uniform basis as to 5 per cent of their cost. The inference is that to that extent they have established a uniform selling price, and by the same token agreement as to 40 per cent or 50 per cent of the cost would proportionately fix the selling price. If such is the case, an agreement as to the total cost would absolutely establish a uniform selling price. Assuming that the word "cost" as used in this connection refers to the factory cost or productive cost, including the factory burden, it would constitute an agreement as to the total of such cost, or cost in the warehouse, not including the cost of merchandising, so that, if knowledge of competitors' costs is in restraint of trade, then every wholesaler, jobber and retailer in practically every line of business is now, and has been, operating under a 100 per cent fixed price basis, because it is a fact well known that every wholesaler, jobber and retailer in every line of business is in position to know the exact invoice price paid by their various competitors, as it is the policy of nearly all reputable dealers to avoid discrimination as between customers. In fact, the law prohibits such discrimination, and in this state discrimination as between customers is subject to a heavy punishment. Notwithstanding the fact, as stated, that in practically all lines of wholesale, jobbing and retail business, dealers are in position to know competitive costs, the most vicious competition and warfare are frequent, always have been and always will be, so that, if knowing a competitor's price is in restraint of trade, then the government is the chief offender in prohibiting discrimination as between customers. The government, in seeking to establish a uniform price by preventing discrimination as between customers, is supplying the very information concerning competitors' costs which, supplied as a result of co-operation, would be illegal. As a matter of fact, no such fixed selling price has obtained, but it serves to bring out the point I wish to make, and that is, in discussing cost, it is essential to decide as to what is included.

Permit me to consider cost as outlined in Bases 1, 2 and 3. It is my contention that for manufacturers to know their competitors' total factory cost, and for wholesalers, jobbers and retailers to know their competitors' invoice cost, does not operate in restraint of trade in the slightest degree. This is proven beyond a shadow of doubt in the knowledge that wholesalers, jobbers and retailers have concerning their competitors' costs, and there is no claim that such knowledge operates in restraint of trade. This is perfectly obvious for the reason that cost as outlined in Bases 1, 2 and 3 only includes first costs, to which must be added sufficient to cover the cost of doing business, obsolescence and profit, amounting to from 20 per cent to 100 per cent, depending upon the character of the business. No one knowingly sells below first cost (or replacement value). To do so would involve a loss of from 20 per cent to 50 per cent, so that the most vicious competition would not contemplate a concession in excess of the cost of doing business and profit, which would represent a very heavy loss and would call for investigation by the Federal Trade Commission upon the charge of unfair competition. I have known of thousands of instances where a competitor's prices were known, a reduction was made to secure the business, but few instances where the same or a higher price was quoted.

Explaining Selling Cost

Now, then, as to the fourth basis, selling cost, including cost of doing business. While I contend if the selling cost (not selling price, which includes any profit asked) were known, that it would not operate in restraint of trade, for the reason, as stated, concessions are made from profit and not from what is known to be actual cost. However, as stated, cost is what it is, and not a theory or a subject of agreement. There is the widest possible difference between arriving at a so-called uniform selling cost by agreement and arriving at cost scientifically. There is no such animal as a uniform selling cost. The use of a standard cost system contemplates only the application of the same fundamentals in arriving at costs, and so reflects the true cost in every case, which might be similar, but as a rule will show some variation, so that the purpose that can be accomplished in determining probable factory cost in the case of labor and material is to use the past as a guide.

While it has no bearing on the activities of the Cost Bureau, I regret to note the attorney general's disapproval of the lumbermen using what might be termed a low uniform basis for stumpage. Replacement or market value should be used in figuring cost, and surely stumpage bought twenty-five years ago at perhaps one-tenth of what it is worth at this time should not be considered cost. Supposing the situation were reversed, would the government insist that the sale price of lumber produced from stumpage purchased at a later date be maintained on a competitive basis price with lumber produced from the higher-priced stumpage?

The attorney general's letter is the first intimation that the distribution of cost information is illegal, and I do not believe he intends this to apply to factory or invoice cost, and any information you can give me on that point will be appreciated.

During the war the government officials deplored the lack of co-operation in the mill business, particularly as relates to uniform cost accounting, and frequently impressed upon us the necessity of constructive work growing out of co-operation. When Mr. Hurley was at

the head of the Federal Trade Commission he placed his unqualified endorsement on the activities of the Millwork Cost Bureau, and stated that it was the most classical thing that had been brought before the Federal Trade Commission; this after a most careful investigation of every phase of the bureau's work.

Meeting Open to Public

I might state for your information that there never has been a meeting of the members of the Millwork Cost Bureau except the annual meeting which occurs in April, and at no time has there been present in excess of 25 per cent of the membership, and all meetings are open to the public. There has never been a meeting of the directors except the meeting that immediately follows the members' meeting. There has never been a committee appointed in connection with the association's activities. At no time has the bureau attempted to collect or distribute any information concerning selling prices, or the price at which goods are sold, the entire activity of the bureau being confined entirely to educational work as outlined, by installing cost systems, educating cost accountants, distributing information bearing upon factory costs, educating estimators how to construe plans and specifications as prepared by architects; and so far as I know, there never has been a word spoken or a letter written having for its purpose the influencing of any member concerning sales prices. There are some fourteen thousand planing mills in the United States, involving a large amount of capital and large numbers of skilled workmen. The mills that are left are but a small fraction of those that have been. During Carnegie's lifetime, so far as I know, not a single great fortune has grown out of a planing mill operation.

It is not my purpose to appeal to the government for any special consideration, but in these days of regulation and ruinous taxation, we ask that we may be assisted and not hampered in the effort to carry on a great constructive work.

Letter Is Discussed by Hardwood Record

(Continued from page 21)

HARDWOOD RECORD replied as follows to the above:

In reading over your letter it occurs to me that you may not have in mind precisely the type of dimension referred to in the published letter over the signature "Millman," as appearing in a recent issue.

In general the discussion of "dimension hardwoods" involves, according to our understanding, a matter of small dimensions for specialized purposes, such as in chairs, tables and other types of woodworking products. From your letter we rather assume that you refer to the production of boards of described lengths, thickness and width.

It is, of course, true that in a general sense the hardwood forests are not now productive of the same class of logs that they were fifteen, ten or even five years ago, and that the millman's selection of material is necessarily more limited than it was at that time.

Regarding your reference to your success in securing such specifications from the West Coast people, the thought strikes us that this may in a measure at least be due to the exceptionally large, clean logs they cut in that region, which makes it quite possible for them to produce boards of almost any prescribed dimension.

At the same time we heartily concur in your idea that the millman should, in order to properly utilize his forest product, make every effort to conform his cut to accepted dimensions, not only in the matter of fine dimension stock, but in the matter of boards produced.

In that connection, too, we have frequently discussed the possibility of determining factory requirements in advance and cutting to those requirements. As we see it, the great difficulty would lie in the great ramifications of the hardwood industry, which reach from the large mill cutting up to 30,000,000 or 40,000,000 feet a year, down to the small portable mill, cutting 4,000, 5,000, 7,000 or 8,000 feet a day. A very substantial volume of hardwood lumber is during normal times produced on these small mills, which are of necessity out of touch with the markets and proceed to manufacture lumber according to the time-honored custom or as nearly as they can to the requirements of those customs.

Thus, if it were determined in advance that a certain group of consuming factories were to utilize a certain quantity of prescribed specifications in lumber, the plan might well work out if those factories definitely contracted with certain mills for the production of that material and adhered religiously to those purchases.

Without question, however, your own experience is tangible evidence of what can be done under proper conditions, the only difference between your operation and the average operation is that yours was carried on in the interest of your own consuming requirements, and was not so dependent upon the woodworking trade at large as is the sawmill man.

The above are merely observations that occurred to us in reading your letter, but we wish to emphasize again that we believe the future of the hardwood lumber business absolutely requires a tremendously greater concentration on the problem of merchandising lumber prod-

ucts, which problem of necessity incorporates the requirements of knowing and meeting consumers' requirements just as far as the log produced will permit.—The Editor.

Red Hickory As Strong As White Hickory

"The insistence of the public on having only white hickory in tool handles and vehicle parts causes a large part of the hickory grown in this country to be used for fuel or for other purposes where the exceptional strength properties of this wood are not needed," says Technical Note No. 171, Forest Products Laboratory, Madison Wis. "Usually only a small outer portion of a mature hickory tree contains white wood; the inner part, or heartwood, is red. Many people think that this red wood is not so strong or tough as the white wood. This belief, however, is discredited by actual strength tests made at the Forest Products Laboratory upon many specimens of red and white hickory. The tests show conclusively that, weight for weight, sound hickory has the same strength, toughness and resistance to shock, regardless of whether it is red, white, or mixed red and white.

"The belief that white hickory is superior to red probably arose from the observation that young, rapid-growing hickory trees, which are nearly all sapwood, or white wood, generally have excellent strength properties. As the tree matures, however, this same sapwood is transformed into reddish heartwood; and a half-million tests made at the Forest Products Laboratory have failed to show any change in the strength of wood of any species, due to this natural change from sapwood into heartwood.

"A reliable indication of the strength of hickory is its density. That is to say, of two pieces of the same size and dryness, the heavier will be found to have the better strength properties. This fact makes it possible for large manufacturers or purchasers of hickory handles or wheel spokes to inspect the pieces by weight very rapidly and at small expense with automatic machinery.

"The man who is buying only one handle will usually find a visual method of judging hickory more convenient and practical than weighing. A fairly reliable visual guide to strength is found in the proportion of summerwood appearing on the end of the piece. The summerwood is the solid-looking or less porous portion of each yearly growth ring. It is quite easy to distinguish from the springwood portion of the ring, which is full of pores or small holes. The summerwood has much greater strength than the springwood, because it contains more wood substance per unit volume. Wide bands of summerwood and relatively narrow bands of springwood, therefore, indicate a stronger piece of hickory than bands of summerwood and springwood of nearly the same width. The greater the proportion of summerwood in a tool handle or other piece of hickory, the greater will be its strength.

"The number of growth rings per inch also affords some means of grading hickory. Few growth rings per inch, as shown on the end of a handle, indicate a stronger and tougher piece than many rings, provided, of course, that it is straight-grained and free from defects at important points. Acceptable handles commonly show not more than 20 rings per inch, although much good hickory will be found with as many as 40 rings per inch. More careful inspection, however, by weight, is recommended for this very slow growth material.

"As a further guide in choosing a good tool handle, it is worthy of note that the best hickory shows an oily or glossy side-grain surface when smoothly finished; also, when it is dropped on end on a hard surface, such as a concrete floor, it emits a clear, ringing tone, in comparison with the dull sound produced by hickory of inferior quality.

"The adoption by the general public of these methods of grading hickory, in place of the worthless prejudice with respect to color, would put an end to the wasteful practice of culling red hickory stock. When hickory was plentiful this was a matter of seemingly little importance; but now every means should be taken to conserve the waning supply of an important wood, for which no satisfactory substitute has been found."

Who's Who in Woodworking Finley P. Mount

(Continued from page 22)

tains his legal residence at La Porte, Ind., where the main office of the Advance-Rumely Company is situated, but also maintains an office at 701 Tower building, Chicago, and temporary residence at 5492 South Shore Drive, Chicago. He maintains a summer residence at Burt Lake, Mich.

Mr. Mount is a member of the executive committee and the publicity and emergency committee of the National Association of Farm Equipment Manufacturers. He is chairman of the National Tractor and Thresher Division of the above association. He is active in all work connected with the tractor and thresher industry.

The Commercial Range of Hickory

By William Harrison Lamb

The hickories are unique among our native hardwoods. They are adapted to certain uses for which no satisfactory substitutes are known, and they are an all-American product, there being no foreign species, as in the case of many other American woods.

The high day of hickory was at the peak of the development of the American light vehicle, when enormous quantities were used for spokes, rims and other parts for which the use of hickory permitted the light design so characteristic of our vehicles. Now the vehicle industry is being modified by the development of the automobile, which with the increasing tendency toward wire-spoked and metal disc wheels, can easily survive the extinction of hickory. But although the manufacture of light buggies, carriages and other vehicles may decline, there will always be a ready market for all of the available hickory.

As the supply of mature, large-sized hickory declines, however, there must be greater dependency upon second growth, and more and more will the supply be found in the hands of the small woodlot owner. As a matter of fact it is becoming more and more evident every year that our future hardwood supply is going to be had from the farm.

The experience with walnut during the recent war demonstrated that enormous quantities of any widely distributed hardwood may be obtained from the small timber holdings under the intense methods used to procure walnut for war purposes.

It is evident now, that as the virgin stands of hardwood become exhausted, the supplies will have to be secured in a similar manner. When this time arrives, we will have to achieve some improvement in lumbering and in transportation to meet the new conditions. Sawing outfits for producing lumber will have to be as portable and inexpensive as those now used in cutting firewood, and we must have lighter units of transportation than the present freight car with its large capacity. So long as reloading has to be done

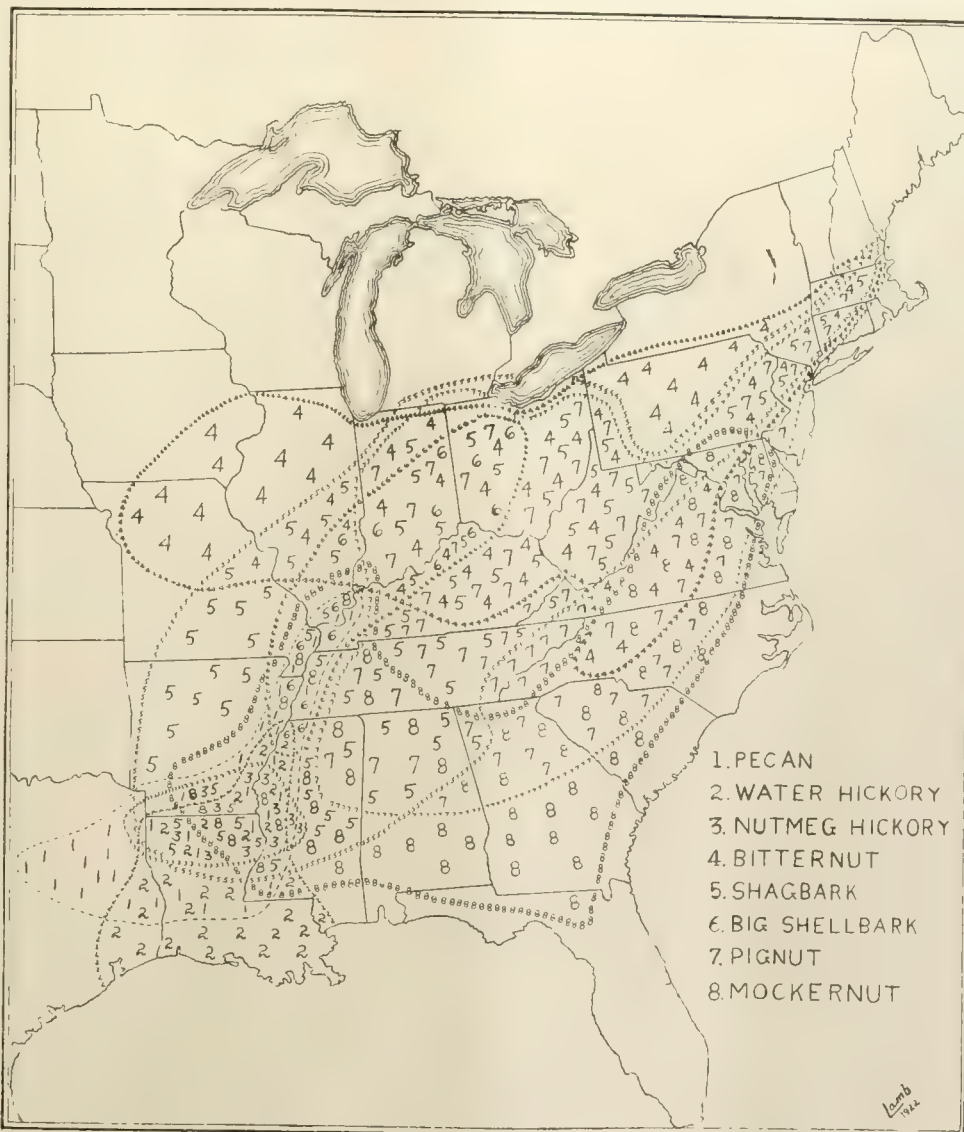
on shipments of less amount than our standard cars carry, it will continue to be uneconomical to collect the scattered hardwoods. With little units like those in use on the railways of Europe, it would now be possible for many farmers to market small quantities of valuable hardwoods. Good roads and the auto-truck may eventually take the place of the light railway car in this country, but whatever the exact nature of the solution, there will have to be some modification of the present system before the great wealth of material in the small woodlots can find profitable outlet.

Commercial Range Will Extend

In the case of hickory, as the large stands become exhausted, the commercial range will become greatly extended. Now the best material is coming from more or less restricted regions, but when that is gone, we will revert to the virgin commercial ranges. There the second growth and the stuff which could not be utilized at the time of cut-over and the more valuable timber reserved in the wood-lots will constitute the commercial stand. The big problem then confronting the hickory industry will be one of transportation.

Show the farmer a profit on his hickory and it will be forthcoming over a vast area, extending from Massachusetts to eastern Texas, and from Iowa to Florida. Certain areas will offer distinctive combinations of species and others only one or two varieties. From eastern Texas will come water hickory and pecan. From southern Alabama and Georgia will come mockernut. From northern Illinois, southeastern Iowa, northern Missouri and northern Pennsylvania will come bittersnut. Toward the commercial centers will come an increased assortment of these and other species.

Indeed, a cursory survey of the present status of the hickory supply presents a most confusing aspect, at least until the commercial ranges of the various species are carefully worked out and all laid



Map drawn by the author to show graphically where present supplies of hickory are situated

down together upon a single sheet. Cosmos then replaces chaos and order, and symmetry is seen to govern the commercial range of hickory.

In the accompanying map, which is published for the first time, the commercial ranges of the various hickories are combined, and a series of numbers used to designate the distribution of the species furnishing the commercial cut in the respective regions. The names used are those applied by the Forest Service, to which the writer is indebted for much of the accuracy of the commercial limits.

Pignut to Feature in Woodlot

Of particular interest is the commercial range of pignut (No. 7). As greater dependence is laid upon the artificial woodlot, this tree will be certain to feature, because it furnishes wood of the highest technical value and because it is especially adapted to methods of forest management. Shagbark is scarcely inferior and in addition produces edible nuts. It will, therefore, be favored where the value of the nuts is a consideration. The pecan hickories grow faster and will be extensively offered, but unfortunately the wood of these species is not up to the standard attained by the true hickories.

The true hickories furnish the bulk of the present commercial supply, and include shagbark, big shellbark, pignut and mockernut. They are distinguished botanically from the pecan group by the character of the buds, which are large, full and covered with many overlapping scales. The pecans include the true pecan, water hickory, nutmeg hickory and bitternut. These species all produce a bud which is thin, narrow and covered by two closely fitting but not overlapping scales.

No attention is given on this map to botanical or sporadic occurrence, only the record of commercial supplies having had consideration. It is designed to show graphically where the present commercial supplies are coming from, of what hickories it consists, and where to look for what you want.

Cost of Stumpage, Logging and Manufacturing Lumber

Few people really stop to think and take into consideration that the cost of lumber manufactured and piled in the yard at the mill is fully three-quarters or more in the value of stumpage and cost of getting the logs to mill. Every little detail about the mill is given much consideration and study, how to make the cost less, how to produce the most and especially the best grades of lumber. The manager or superintendent can go over the whole situation in a very short time and be perfectly familiar with all existing conditions. As a rule from five to ten men, according to the size of the company, are familiar with operation of the mill and would be able to handle most any department in a business-like manner. Not so in the woods operation. The woods operation is left more in the hands of one or two who have only seen a very small portion of the territory to be operated. They only know practically from day to day what is before them. The woods foreman is usually a very busy man and full of detail work. The owners and resident manager of all plants should be supplied with a map drawn to a scale one to two inches, one inch to equal 40 chains or one-half a mile, or two inches equal 40 chains. The first mentioned size makes a more convenient map to handle. The mountains, elevations, streams and roads, if any, should be shown on a map, also all ponds, clearings and burnt over or waste territory. There should be a cruise made every 20 to 40 chains and a lot of walking between strips to note how it compares with strips taken. On level land taking a strip two chains or 66 feet wide and blazing the trees in center of strip so one can follow the line, each tree within the strip should be measured breast high, height, length and diameter at top which will produce merchantable logs, and make a complete record of all locations. A cruiser with a fairly correct eye after a little experience can do this without having to caliper every tree. A crew to do this work should consist of at least, besides the cruiser who will direct compass line and tally the trees, a man with an axe to blaze

the line and two men to carry the chains. The cruiser at the end of each day's work can ascertain exactly by his records the kind of every tree in each chain, exactly the result of each day's work and have a complete record, and by noting roads and streams on each chain will also have a complete description of the country.

In a mountainous country, where the timber grows more thickly along the streams and ravines, each stream is practically a separate operation, and strips should be taken as near the stream as one can up the main branch, and from each branch extending from main stream to the top of the mountain. It requires a lot of judgment how to run strips in a mountainous country in order to have the strip in an average stand of timber. Having all the facts of the country to be operated at hand one can then make plans for operating on an economical basis. If you do not have all these facts one may lay out double the amount of money required to operate a given area. We have seen people make an investment large enough in roads and equipment to take out three or four times the amount of timber they had to remove simply for the fact that the operators did not have complete knowledge of the amount of timber in the area they were about to take out. One sometimes thinks it is a very simple matter to get logs to the mills and requires simply strength and work, and they neglect to work out carefully the best methods to pursue, all of which depends largely on amount of timber, size and location. There are so many methods and kinds of machinery made that it required a lot of study and experience to tell what kind of method and machinery are best calculated for the kind of territory to be operated. Most all kinds of woods machinery must be of heavy type and therefore is expensive when purchased, and also is expensive in preparing for operation, and if these machines are not adapted for heavy work to be done makes the logging cost far in excess of what it should.

In this connection operators should spend time and money in visiting other operations in order that they may get a clear idea of what is being done in different sections of their country. A person who stays continually on an operation and does not visit others gets into a routine which is sometimes entirely wrong.

Stumpage represents large investment, and when a tree is cut you begin to take from the principal of the money invested. It has always seemed to the writer unwise to send men practically of no experience to fell trees and cut them into logs without having some knowledge of what grades of lumber these trees would produce. I have noticed woodsmen, especially in hardwoods, cut trees into logs so that the log when manufactured into lumber would produce more low grade stock than they would if properly cut. If they had first measured the length of tree and divided the logs into proper lengths according to the quality of the tree, and carefully considering how far into the top it was practical to take logs, in many cases they would have saved the owners considerable money.

Much consideration should be given the matter of the kind and value of trees used in construction work, and where it is possible use only low grade trees.

There are a lot of ways to make maps and plans for logging, but the principal point I have tried to set before timber owners and sawmill operators is the careful study of logging methods and saving the stumpage, which largely determines the success or failure of a lumbering operation.

The writer would be pleased to answer a limited number of questions on any of these subjects.

(Signed) JOHN A. WHEELER, Forest Engineer.

Nine Species of Balsa Wood

Balsa wood, which is coming into wide use for floats and insulation, packing, etc., is produced by the tropical American tree of the genus *Ochroma*. Instead of there being a single species, as was first thought, nine have been described, though some of them perhaps should be considered as varieties rather than distinct species.

Balsa plantations are being established in Central America on worn out banana lands. The growth of the tree is extremely rapid, in some instances as much as an inch in diameter a month throughout the year. The lightest and most desirable wood is produced during the first three years.

Meet Them Through These Pages



THE TREMENDOUSLY EFFECTIVE coverage of the HARDWOOD RECORD amongst the manufacturers of hardwood lumber and veneers and the most highly rated buyers and users of this product is an outstanding feature of the quality of our service.

Amongst the manufacturers and wholesale distributors the coverage is over 90% effective with respect to numbers, and over 98% effective with respect to possible buying power.

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Pertinent Information

Tonka Wood Used as Stern Tube Bearings

While lignum vitae is generally regarded as the best wood known for the bearing parts in stern tubes of steam ships, the tonka wood of South America is being used successfully in Brazil, where true lignum vitae does not grow. In the early days when steam ships were first built in this country beech, hickory and gum woods, after boiling them in oil, were employed largely for this purpose. After the introduction of lignum vitae these woods fell into disuse, and they are not likely to be requisitioned in the future, for they lack the natural oil which is so essential in all bearings.

The tonka tree, which is closely related to our black locust, yields a wood that possesses a good deal of oil. At the same time the wood is exceedingly hard, and after it is thoroughly seasoned becomes so refractory that it is difficult to work it even with the best tools. The cellular structure is also very fine, but not so close as in the case of lignum vitae, which has pores or vessels measuring only about .08 millimeters in diameter, while those in the tonka are from .10 to .14 millimeters, but they are less numerous per unit area. The oil in the wood is formed chiefly in the small thin-walled cells surrounding the vessels. The woody fibers between the pores and small open cells are compactly arranged and strongly compressed radially, so as to leave no spaces between them.

In a general way the cell elements in tonka wood are practically as dense as those in lignum vitae, but the amount of oil in the former is only about 7 percent, while in the latter it is often as much as 20 percent of the weight of the wood. For this reason the life of lignum vitae bearing parts is greater than that of tonka, but in Brazil the latter is very abundant and inexpensive, and its use will continue as it is now, in the stern tubes of all the Brazilian steamers that ply up and down the Amazon river, as well as in many coastwise steamers.

The tonka tree is very common all along the Amazon river, as well as in the Guianas, where it is often referred to as gulac, which is the French name for lignum vitae. A closely related species of the tonka growing in Panama is called almendro and is one of the best woods on the isthmus. The tonka grows also in Colombia and in Venezuela; in the latter country the trees are not cut down, because they are so highly prized for the fruit, which yields the well-known tonka bean or coumarin oil of commerce, which is an important product from that country. The oil in the wood is in all respects similar to that in the fruit, but the amount present in the wood is insufficient to make its extraction a profitable undertaking.



A Tonka Tree

Clubs and Associations

Evansville Club Mourns Bosse's Death

At the regular monthly meeting of the Evansville Lumbermen's Club held at the New Vendome Hotel at Evansville, Ind., on Tuesday night, April 11, resolutions on the death of Mayor Benjamin Bosse were passed after being drawn up by the committee on resolutions, composed of William B. Carleton, H. M. Lukens and Claude Wertz. Mayor Bosse was president of the Globe-Bosse-World Furniture Company and was associated with twenty-five or more of the leading manufacturing and business concerns of Evansville.

The club set the date of the annual summer outing for Tuesday, June 27. It is expected that the outing this year will be held on a steamboat on the Ohio river and it will be arranged by the committee on entertainment, composed of Gus E. Bauman, Joe Waltman and Carl Wolfkin. The retail lumbermen of southern Indiana living south of Terre Haute and west of Corydon will take part in the outing this year as special guests of the Evansville Lumbermen's Club and the Evansville Retail Lumber Dealers' Association.

Tuesday night, May 9, when plans for the annual summer outing will be completed.

Southern Hardwood Traffic Association Announces Publication of Rate Chart by Hardwood Record

The Southern Hardwood Traffic Association announced on April 20 that its new chart, showing the reduced rates now applying on hardwood lumber and forest products from points in the South and Southwest to destinations in Central Freight Association, Eastern Trunk Line and Buffalo-Pittsburgh territories, will be ready for distribution within the next few days. It is being printed through courtesy of HARDWOOD RECORD, Chicago.

The association also announces that the Rock Island and the Santa Fe have agreed to join with the Frisco, the Missouri Pacific and the Cotton Belt railroads in protecting, on shipments moving over their lines from points in the Southwest to Alton, Ill., the base rate which applies to St. Louis.

The association has recently reached an agreement with the Western Weighing & Inspection Bureau, under the terms of which net rates on rough material will be protected where a manufacturer transfers his product to another manufacturer for further processing, and where a manufacturer bills the outbound shipment from the mill point in the name of his customer. Here is the language of the agreement:

"The original contractor may sell his product to another manufacturer, for further manufacture, and, in that case, it is understood that where the original contractor can show an agreement which will protect the carrier, in the reshipment of the product by the second manufacturer, under the terms of the contract, which governs the second manufacturer, as well as original contractor, that the first contractor, will, thereby, be relieved of his obligation.

"It is further understood that in event an original contractor reships, for account of a broker, from the plant at which the Rough Material is manufactured, outbound product which that broker, by specific advice to the carrier, agrees is for account of the Contractor, credit for that outbound shipment will accrue to the contractor."

Southwesterners Are Optimistic as to Outlook

With a thoroughly representative, though comparatively small, attendance of manufacturers from Mississippi, Louisiana and Texas, the Southwestern Hardwood Manufacturers' Club scored 100 per cent with another of its interesting and instructive regular monthly meetings at the Lumbermen's Club, New Orleans, April 12.

The April meeting came at a time when many of the mills are closed down and it was really surprising to hear from the individual delegates bailing from the vast and tremendously rich southwestern hardwood area that the high water season has almost every plant in the three states temporarily down. Apart from this handicap in output, however, conditions were generally agreed to be improving perceptibly, and, with the springtide building season rapidly approaching, orders increasing and the hardwood business looking up generally, the manufacturers brought with them to their meeting a pronounced optimism.

The discussions dealt with a variety of subjects of timely importance to the hardwood trade, with the consideration of inspection service and high freight rates usurping the lion's share of attention. J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, delivered what was considered a very encouraging address on the immediate freight rate and general traffic outlook, venturing unhesitatingly some exceedingly optimistic predictions for considerable reductions before long. Among these was a statement to the effect that he is soon to take up the question of freight rate reductions on inbound logs in the southwestern territory and promising the delegates unqualifiedly that "you can depend upon some substantial reductions on the hauling of your logs by not later than July 1 at the very latest."

Noteworthy among the resolutions passed by the club was one offered

London Market Prices of American Hardwood Lumber April 1, 1922

Compiled by Charles Herz, Secretary, Bencoe Lumber Co., Inc., N. Y.

Description, 1" thickness	Price per		Equivalent in	
	super. ft.	board measure	exchange	4.38
Oak, quartered, 1sts and 2nds.....	8d. to 10d.		\$146.00	\$182.50
Oak, quartered, No. 1 common.....	5d. " 5½d.		91.25 "	100.38
Oak, plain, 1sts and 2nds.....	6½d. " 8½d.		118.63 "	150.56
Oak, plain, No. 1 common.....	4¼d. " 5¼d.		77.56 "	95.81
Poplar, 1sts and 2nds.....	7½d. " 10½d.		136.88 "	191.63
Poplar, No. 1 common.....	4½d. " 5½d.		82.13 "	100.38
Walnut, 1sts and 2nds.....	8½d. " 11d.		155.13 "	200.75
Walnut, No. 1 common.....	5d. " 6½d.		91.25 "	118.63
Red gum, 1sts and 2nds.....	5d. " 6d.		91.25 "	109.50
Red gum, No. 1 common.....	3d. " 3¼d.		54.75 "	59.31
Red gum, saps, 1sts and 2nds.....	3d. " 3¼d.		54.75 "	59.31
Ash, 1sts and 2nds.....	5½d. " 7d.		100.38 "	127.75
Ash, No. 1 common.....	3½d. " 4d.		63.88 "	73.00

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**BRANDED
HR****Gum Oak Ash Elm Cypress**

HOLLY RIDGE LUMBER CO., comparatively speaking, is a new corporation—one that started on a small scale and has enjoyed constant growth. Organized in the early part of 1915 with one Band Mill, we have grown until today we are among the largest producers of hardwoods in this country, operating four large Band Mills with an annual capacity of 40,000,000 feet, principally Gum, with three railroads penetrating our 100,000,000 feet of virgin stumpage.

This achievement, we believe, has been due:

First: To our many satisfied customers.

Second: To our homogeneous organization.

Third: To our present and future belief in the lumber industry.

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Home Office: Cincinnati, Ohio

Lock Box 18, St. Bernard Branch

by H. G. Bohlssen, president of the club and representing the H. G. Bohlssen Manufacturing Company of Ewing, Tex., calling upon the members to hold their next meeting at Houston, Tex. The argument, as in the case of Mohammed and the mountain, that, if the Texans could not come to the club meeting, then the club meeting should be taken to the Texans, prevailed; and President Bohlssen, upon assuring the club that he would see to it that the Lone Star contingent, non-members as well as members, would turn out in full force and that the matter of club affiliation would be placed squarely before them, carried his motion unanimously. The meeting date was also changed from the second Wednesday to the third Wednesday and will, therefore, be held at the Bender Hotel, Houston, on May 17, the change of date being made to suit the convenience of a number of prominent members who had other engagements for the usual meeting time.

The trend of discussions with respect to the subject of inspection, which was lead by C. H. Sherrill, Sherrill Hardwood Lumber Company, New Orleans, was preponderant for the retention by the manufacturers of their own inspection service and passing encomiums by various speakers upon the merits of the service maintained by the American Hardwood Manufacturers' Association met with hearty applause from the floor of the meeting.

With W. Brown Morgan, S. T. Alcus & Co., New Orleans, as the principal speaker, the delegates took up a proposition of the National Association of Box Manufacturers for the promotion of the use of lumber over paper material for the manufacture of boxes. The club by vote instructed Secretary George Schaad, Jr., to comply with the request contained in a letter he had read from the box association for it to send to members of the club stickers urging the advantage of wood over paper in boxes.

Cincinnati Lumbermen Golfers to Plan Schedule at Robinson Dinner

Members of the Cincinnati Lumbermen's Golf Association will be entertained with a dinner by E. O. Robinson, Mowbray & Robinson Lumber Co. and vice-president of the association at the Highland Country Club, Fort Thomas, Ky., April 28. Prior to the dinner the members will participate in a preliminary game of golf. Immediately following the dinner a business meeting will be held and a complete report of the plans made for the season's play by the tournament and handicap committee. A committee appointed some time ago to revise the constitution and by-laws will make its report at the meeting.

W. H. Hopkins, New River Lumber Co. and chairman of the tournament and handicap committee, announced that the regular season will open May 2 at the Hyde Park Country Club. The playing schedule has been

so arranged that games will be played on Tuesday afternoons of each week during the months of May, June, July, August and September. The following golf courses will be used by the club: Hyde Park Country Club, Hamilton County Country Club, Western Hills Country Club, Wyoming Country Club, Fort Mitchell Country Club, Cincinnati Country Club, Losantiville Country Club, Hillcrest Country Club and the Highland Country Club. The following have been appointed captains of play at the above respective fields: H. M. Spielman, Thompson Hardwood Lumber Co.; Dwight Hinckley, Dwight Hinckley Lumber Co.; Arthur Freiberg, Freiberg Mahogany Lumber Co.; Dave Willey, D. H. Willey Lumber Co.; Earl Hart, Leland G. Banning Co.; J. R. O'Neill, Tennessee Coal & Lumber Co.; Thomas Thames, J. R. Thames & Co.; W. B. Hay, Hay Lumber Co. and Harry Lewin, A. M. Lewin Lumber Co.

Campaign Launched to Move Hoo Hoo Headquarters to Chicago

The Northern Illinois Chapter of Hoo Hoo has launched a campaign to have the national headquarters of the fraternity moved from St. Louis, Mo., to Chicago. The campaign began at a meeting of the Chicago chapter held at the Lumbermen's Association of Chicago on Wednesday, April 12, upon call of F. M. Baker of the Hardwood Mills Lumber Co., vicegerent for Illinois. S. F. D. Meffley was elected vicegerent snark for the Northern Illinois Chapter and authorized to lend all his well known energies to the effort of securing the desired change of location of the national headquarters.

Mr. Meffley is losing no time in getting busy and since the meeting has addressed a letter to the members of his chapter asking them (1), to petition the Supreme Nine to move the headquarters to Chicago; urging that Chicago is the most desirable location for the national headquarters of Hoo Hoo because of its central location and its supreme position as a lumber market center, convention center and lumber trade publication center; promising to see that adequate office accommodations at a right price are secured, and pledging the Northern Illinois Chapter to offer a handsome trophy for the greatest gain in membership made by a chapter during a stated period; (2), asking for donations of from \$1 to \$5 to defray the expense of the campaign for change of headquarters; (3), urging members of chapter to work hard for new members.

The Chicago chapter will hold a concatenation in Chicago on June 1 and expects to initiate a large litter of kittens.

When the national meeting of Hoo Hoo is held in Detroit in September the Northern Illinois Chapter, Mr. Meffley says, will attend with a brass band.

Furniture Terms Indorsed by N. B. B. C.

The campaign of the National Council of Furniture Associations to raise the ethical practices of its industry through the adoption of standard terms, or definitions, culminated in Chicago on April 13 when the Board of Governors of the National Better Business Commission, affiliating with the National Vigilance Committee and Better Business Bureaus of the Associated Advertising Clubs, adopted a set of standard terms for recommendation to furniture retailers. The meeting was presided over by H. J. Kenner, director of the Vigilance Committee of the B. B. B. of the Associated Advertising Clubs.

The terms recommended follow closely the language and spirit of the terms and definitions of the National Council of Furniture Associations, supplementing them by certain points taken from the Cleveland Conference suggestions; but, nevertheless, putting the prestige and power of the National Better Business Commission behind the work of the National Council of Furniture Associations.

Before the terms were adopted at the Chicago meeting a committee from the Cleveland Conference conferred with the Better Business Bureau officials on these terms, which are designed for use between the seller of furniture and the ultimate consumer, and are looked upon as a definite help in the movement to build confidence in furniture advertising.

The whole-hearted adoption and use of the terms by the retail furniture dealers of the country was forecast by John L. Young, as president of the National Retail Furniture Dealers' Association in Grand Rapids on January 12. Mr. Young said:

At a meeting held in New York on December 5, between the National Council of Furniture Associations, representatives from your association and members of the Vigilance Committee of the Associated Advertising Clubs of the World, these terms were again modified and a set of trade terms proposed, which are now being presented to the various associations within the trade for adoption, and it is to be expected that within a very short time all factions interested will have agreed. When that time comes, all retailers and manufacturers of furniture will be advised as to the trade terms agreed upon, and it is the recommendation of your officers that the retailers of furniture not only adhere to the use of these terms in their transactions with the public, but insist that the transactions between themselves and the manufacturers be in conformity with the terms decided upon. If this will be followed out many of the complaints that come to us regarding misrepresentation of merchandise by manufacturers will be obliterated.

The first set of terms was formulated by the National Council of Furniture Associations at its meeting in Hot Springs, Va., in September, 1921, and the fact that the work has been brought to a successful conclusion within the short space of eight months is considered a striking evidence of the progressive spirit and general high moral character of the members of the furniture industry. After the meeting in Hot Springs the National Council discussed terms and made some alterations and improvements at virtually every session held. It was at the latest session of the Council in March that the terms followed in outline by the conferees at Chicago on April 13 was promulgated.

The powerful influence of the Advertising Clubs of the World

came into the campaign for terms at a meeting of the Vigilance Committee of these clubs in Cleveland on November 8. This meeting was attended by representatives of furniture manufacturers, the American Walnut Manufacturers' Association, representatives of HARDWOOD RECORD and other members of the trade press. This meeting was presided over by Richard R. Lee, chairman, of the Vigilance Committee, who played an important part throughout the period required to bring the terms to completion. Mr. Lee then emphasized the fact that the organization he represented had no intention of trying to dictate a set of definitions for use in the furniture industry, but merely desired to actively foster the formulation of terms and give their support when satisfactory terms were finally arrived at.

The work of establishing standard terms was powerfully stimulated by the movement for the advertising of furniture nationally, which has resulted in the American Better Homes Bureau. The thinkers of the furniture industry felt that the value of the vast advertising campaign which was planned would be weakened if any conditions were left in the industry, which might militate against the confidence of the public in furniture.

With standard terms the public will be taken into the full confidence of the furniture industry and they (the public) are certain, as a result of this, to receive with more than ordinary conviction the publicity matter which the American Better Homes Bureau intends to disseminate.

By the establishment of these terms the furniture industry, in effect, has made everything shipshape for the voyage through perhaps the greatest era of opportunity for furniture sales the industry has ever faced.

The age of extravagance and folly is behind the American people, and within the past two years they have done a great deal of thinking on the substantial basic and finer values of life. This

leads them to a mood for the purchase of furniture. They are in the frame of mind to be easily convinced that it is wiser and more frugal to improve the comfort and appearance of their homes than to buy an automobile and burn money in gasoline and tires. Being in a chastened mood an investment that promises to be much more permanent than the automobile and that will tend to strengthen and elevate the characters of themselves and their children will appeal more strongly to the average American and his wife during the next few years than ever before. They have seen the folly of wastefulness and extravagance, the grief that may follow it; and they are ready to listen to a discussion of solid values like furniture.

Badger Cabinet Company to Rebuild

The Badger Cabinet Company of Plymouth, Wis., which on January 1 suffered a heavy loss by fire in its cabinet and panel factory, is about to start work on the erection of a new building to take its place. The exact details have not been announced but it is expected that with equipment and machinery the new factory will cost about \$75,000.

The Terms

The following are the standard terms for furniture adopted in Chicago, April 13:

SOLID: Furniture designated as solid mahogany or walnut shall have all exposed surfaces of solid wood of the kind designated.

MAHOGANY OR WALNUT: Furniture designated as mahogany or walnut shall have all exposed surfaces (both solid parts and plywood) of the kind of wood designated.

COMBINATION: Furniture designated as combination mahogany or walnut shall have all exposed surfaces of mahogany or walnut (solid or plywood) in combination with gum, birch, or other suitable wood.

The kinds of woods used in combination with mahogany or walnut should be named, for example: "Combination mahogany and birch," "Combination walnut and gum."

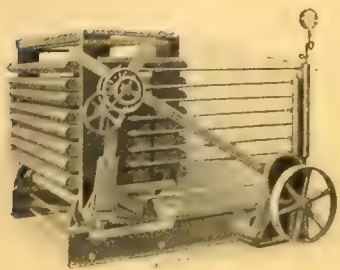
IMITATION: Furniture designated as imitation mahogany or walnut shall be that with exposed surfaces of other woods colored to imitate mahogany or walnut.

Where other woods are used the name of this wood is to be substituted for that of mahogany or walnut in the definitions.

The term "exposed surfaces" shall mean those parts of a piece of furniture which are exposed to view when the piece is placed in the generally accepted position for use in the home

Notable Improvements Made in Handling of Veneer and Plywood During Last Decade

By L. G. Merritt



A Modern Development of the Redrier

It would be impossible to produce the expanse of figured wood we get now-a-days and the advantages of plywood as compared with solid lumber are now recognized. With this recognition has come new methods and new machinery for veneer and veneer work.

The development of new glues has been a large factor which could best be told by a practical glue man. Ten years ago, the old standby, animal or hide glue, was almost universally used. Since then, numerous vegetable, casein, albumen and waterproof formulas have been developed and these new products are in extensive use. If it had not been for the expansion in this direction, it is doubtful if the remarkable development in the use of veneer could have taken place, at least not to the extent it has.

One considerable change in the method of working veneer in the furniture industry, has been the gradual substitution of the knife for the saw in dimensioning veneer. The veneer clipper, or guillotine, as the French call it, does at one stroke what formerly required one pass over a saw table. The clipper is used for both edging and cross cutting and the handling of the veneer sheets on a clipper table is much more convenient and rapid than the old process of sawing.

The greatest advance in the use of veneer during the past ten years has been in its care and treatment, from the time it is received from the veneer mill until it reaches the glue press.

Need of Redrying Universally Recognized

Ten years ago, re-drying veneer was looked upon by a majority of furniture manufacturers as an unnecessary expense only resorted to in an emergency. The veneer mill that did not deliver its product to the furniture factory in supposedly fit condition for gluing, was looked upon with disfavor. Veneer driers at the mills were wasting coal, spoiling veneer, and adding to the costs, in a vain endeavor to supply glue rooms 500 miles away with bone dry veneer. Much of the veneer was dried too dry and much not dry enough. But no matter how dry it may have been at the cutting mill, by the time it got out of the hands of the railroad and after it had lain in storage in basements and damp sheds and storehouses, it had, of course, as much moisture in it as the surrounding atmosphere. The great trouble was, few furniture men realized that they were gluing their veneer with too high a moisture content. Many of them seemed to feel that a piece of veneer once dry was always dry and that the whole trouble went back to the cutting mill. The

The use of veneer and plywood in the furniture industry has had a wonderful development during the past ten years and equipment and processes for the manipulation of veneer have gone through a change equally as great. For one thing, people in general have come to realize to some extent that without veneered surfaces

change in sentiment was well started ten years ago and there has been a gradual awakening to the necessity of thoroughly redrying veneer a few hours before gluing. When glue is applied to a piece of veneer, the water in the glue goes into the wood. If the wood already has as much moisture as the surrounding atmosphere, the water in the glue is just that much too much and trouble begins. What has to be done is, drive out the moisture in the wood before the water in the glue enters it and then the finished piece will contain just about what it should have to exist safely in the average atmosphere.

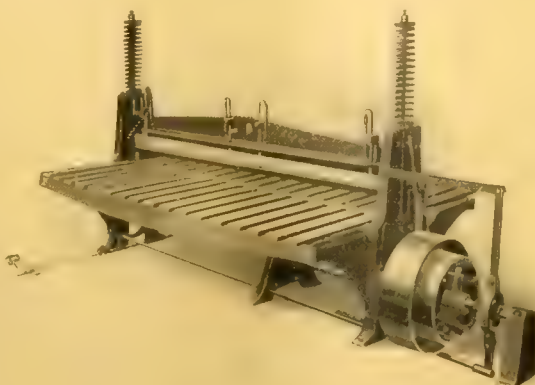
Veneer Makers Early Saw Wisdom of Redrying

It might be said that the gradual awakening to the necessity of redrying veneer was responsible for the evolution of the modern hot plate redrier with its well known "breathing movement" but it might be nearer the truth to say that the machine came first and its adoption followed. But if the machine man had his work cut out for him to educate the trade in the use of redriers, he had back of him the veneer men who manufacture veneer and ship it to the furniture factories. They realized early in the game that there was a desirable point at which to stop the drying

process at the mill—that veneer "shipping dry" is in better condition, flatter, tougher and subject to less waste, than veneer made "bone dry" at one operation. Then there is the saving in coal and increased output resulting from cutting down the time required to dry.

For several years, the producers of veneer have urged their customers to install redriers and some have gone so far as to make that a condition to supplying veneer.

Today, the use of a redrier at the glue room is universal practice and re-drying has had its full share in advancing the quality of glued up



An Efficient Veneer Clipper

material.

At the present time, there is strong tendency toward what is called "air conditioning."—That is, the storage of wood in the raw state should be carried on in rooms having the air kept at a constant moisture content. Plywood, panels, veneer tops, etc., should not be subjected to varying degrees of moisture until protected by a coating of varnish.

There has been evolution in nearly all methods of furniture manufacture during the past ten years and the writer has merely touched upon a few prominent changes in the line of his own particular experience in the design and manufacture of veneer machinery.

Filing Cabinet Company Plans Additions

The Automatic File and Index Company of Green Bay, Wis., which erected a new factory in 1919, is so overcrowded with orders for filing cabinets and other office fixtures, that it is actively engaged in plans for further extensions. During the first three months of this year the company did a business between 50 and 60 per cent greater than in the first quarter of 1921. The additions will provide facilities for making plywood on a much larger scale than heretofore. Practically all cabinets and desks made by the company are of five-ply panels joined with waterproof glue. Fred L. Straubel is president and general manager of the company.

*The Merritt Engineering and Sales Company, Lockport, N. Y.



On the Back of Your Veneered
Tops and Panels
Means Guaranteed Quality

Daniel Webster
was a mighty solid citizen, yet
he was a staunch advocate
and user of veneered furniture

AND out at Sudbury, Massachusetts, at the old Wayside Inn, you may still see the desk at which Webster sat, and wrote, and thought. It is still there—intact as of yore. The desk was built of Plywood-Veneer, fortified and reinforced in its essential parts the same as the best construction of today. In fact, the great majority of the fine old furniture of the good old days was built, USING PLYWOOD OR BUILT-UP STOCK.

The plywood used in the desk belonging to Daniel Webster was no doubt made by the slow and careful hand process and it probably took a week of labor to accomplish

the building of one desk. Today, in a week's time the New Albany Veneering Co. can build the plywood for several thousand desks and can build it better too.

When you think of the BEST plywood, built as it ought to be, you should then remember that right here in New Albany is the plant that makes just that kind, and no other kind. The largest and most complete plywood plant in the world. Not in the U. S. merely, but in the world.

New Albany Veneering Company

E. V. Knight Plywood Sales Company
Sales Agents New Albany, Indiana

The Mora Forests of Lurinam

By T. B. Percival

The great characteristics of the mora forests of Lurinam or Dutch Guiana are altitude and size. The trees are tall, the leaves broad and the flowers immense. Almost every tree is a giant, and seems aiming to grow bigger and bigger and outstrip its neighbor. The mora trees are all straining to get above each other to obtain a greater share of the sunlight, which is so plentiful and yet so little for each tree. Tall and straight, but not so large in circumference as the great pines of Australia, the mora is a grand representative of hundreds of species that inhabit the forest.

Unlike the woods of temperate climates, the mora forests are made up of a variety of different kinds of trees, hardly two of the same species coming together, while their branches interlace so far above the ground that it is hard to tell those belonging to one trunk from those of its neighbors. In every instance the mora is predominant but is found in commercial quantities only on the lower reaches of the Saramacca river, and hardly anywhere else in the colony.

A peculiar habit of the mora is that it flourishes best on the banks of the river and never extends inland further than half a mile; the greater the depth from the river the less number of mora trees are met with.

Crowded together as close as their neighbors will allow, each tree takes advantage of the others and elbows its way up a little higher. Then come the bush-ropes which hang in festoons from the topmost branches, some in a confused assemblage of great cables, others like miniature stair cases for the convenience of the monkeys, and a third class like giant pythons. Below there is nothing but bare stems, but far above the leaves and flowers of the bush-ropes open to the sunlight and help to smother the tree which has enabled it to reach this altitude. From the ground nothing but a confused mass of foliage is seen, from whence drop withered flowers and fruits, the latter scattering their seeds in every direction as they fall.

The continuity of the forest is not broken by the narrow rivulets or creeks, but these flow through arcades or tunnels of vegetation, their dark waters looking quite black in the half light. Here and there, however, where a tree has fallen, the light is enabled to penetrate, and a few smaller plants grow on the banks, or perhaps a bed

of cabomba or water-lilies covers the surface.

To the botanist the mora forests are a paradise. He finds here myriads of interesting and beautiful plants including various species of utricularia, ground orchids, droseras, and those curious plants, the burmannias. Here among foaming rivulets, running through banks of ferns and mosses, grow some of the most beautiful plants in the world.

The mora trees are the homes of those curious, singular and beautiful productions of nature, the orchids; they are found in profusion everywhere on the branches of these forest giants. Most of the species are epiphytal. They range in size from an inch high to enormous masses several feet through, with flower-stems twelve feet high. About two hundred species have been enumerated as having been found growing on the branches of the mora.

Ferns and selaginellas are also very plentiful everywhere in these forests on the banks of the creeks, the prickly tree-ferns with their immense fronds standing in clumps and illustrating beauty and delicacy of form as compared with their large-leaved neighbors. The trunks of the moras are often decorated with a number of species, commencing with delicate filmy ferns near the base, followed up the trunk by a great number of creeping polypodiums and tufts of stiff or pendulous acrostichous, while the upper parts are decorated with the beautiful chrysodium. Selaginellas sometimes carpet the ground with their delicate, moss-like foliage, while their neighbors, the lycopodiums, grow on the edges of the river banks and form almost impenetrable thickets like miniature larch forests; about four to six feet high. Mosses are also plentiful, beds of polytrichum cover-



SQUARE MORA LOGS ON THE BANK OF THE SARACACCA RIVER

ing the ground in many places, while white lichens alternate with these and, with a number of small flowering plants, prevent these places from becoming uninteresting. Fungi grow everywhere on the fallen trees and in the debris varying in texture from the hard woody families to those pretty, jelly-like, frondose kinds which are often so beautifully colored.

To come to the more important part of this article will, perhaps, be more interesting.

(Continued on page 43)



A BURL, correctly prepared, carefully cut, and properly dried, gives the cabinet-maker real joy and satisfaction, for it enables him to display his skill to the best advantage. The Burl shown here is not now available, but we have others as good, or better, ready for prompt shipment, and more coming in all the time.

Tell us the type of figure you want—in Veneer of *any* wood—and we will send you selected samples, and quote prices.

Veneer & Lumber

Walnut

American and Circassian

Mahogany

Quartered Oak

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Satinwood

Vermilion

Teak

Rosewood

And Many Other Foreign
and Domestic Woods



(1752)

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*

OUR world-wide organization—the broad experience of our men—our well established policy of fair dealing at every point of each transaction—these are some of the things that give you assurance of satisfaction when you come to us for Veneer or Lumber.

You will find us fully prepared to supply the users of highly figured Veneers with a breadth of choice and a promptness of delivery not surpassed by any plant in the world.

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New York

LONG-KNIGHT LUMBER COMPANY

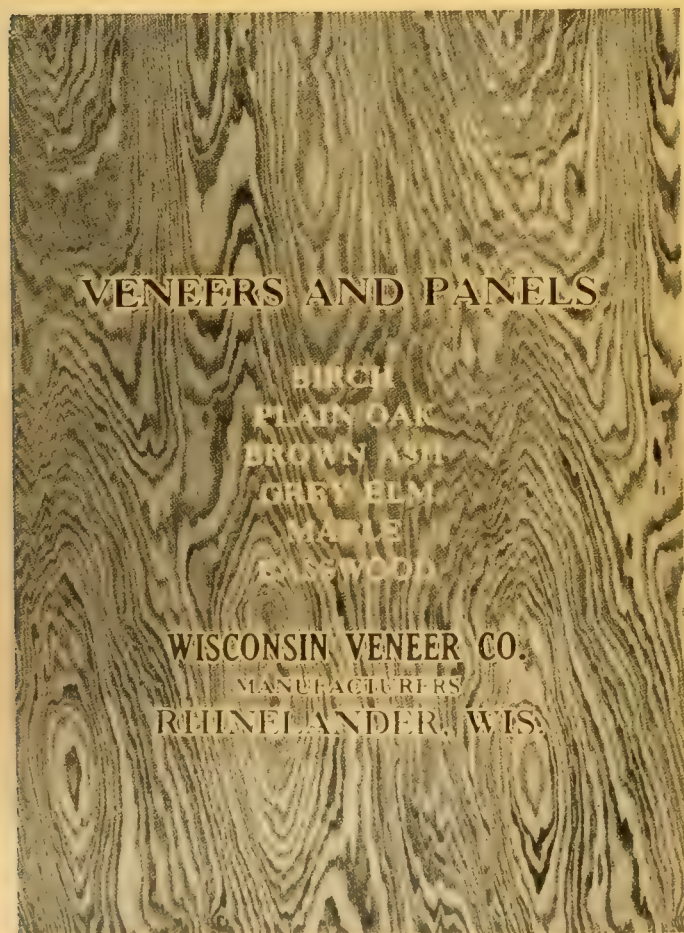
INDIANAPOLIS, INDIANA

WALNUT  HARDWOODS

veneers

Mahogany, American Walnut, Quartered White Oak

MANUFACTURERS & WHOLESALE



VENEERS AND PANELS

BIRCH
PLAIN OAK
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MAPLE
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WISCONSIN VENEER CO.
MANUFACTURERS
RHINELANDER, WIS.

We Are Now Located
in our
New Fireproof Plant
at
717-723 Park Street

Increased facilities permit of carrying
a larger stock
of

Plywood and Veneers

For quick shipment in car and
less than car lots. Panels made
to your dimensions.

Write or Wire for Prices

Geo. L. Waetjen & Co.
MILWAUKEE, WISCONSIN



Est. 1867
Inc. 1904

HOFFMAN BROS. COMPANY

FORT WAYNE, INDIANA

LUMBER AND VENEERS

THE following rotary cut veneers from our Burnside, Ky., plant are ready for immediate shipment:

1/20" Red Oak (log run)	1 car
1/16" Red Oak (log run)	1/2 car
1/20" White Oak (log run)	1/2 car
1/16" White Oak (log run)	1/2 car
1/28" Walnut (half round)	1 car
1/28" Poplar cross banding	25M
1/8" Poplar (log run)	5 cars
1/8" Poplar (core stock)	2 cars

Northern grown hardwoods, veneer sawed and band-sawed at our Fort Wayne and Kendallville, Indiana, Mills, ranging in thickness from 1/20" to 3" in the various grades. Seasoned lumber ready for immediate shipment listed in "Hardwoods for Sale" section in back of this issue. Complete list is carried in bulletin "Hardwoods for Sale" issued by American Hardwood Manufacturers Association of Memphis, Tenn.

Prices by wire on receipt of your inquiry to our general offices at Fort Wayne.

NORTHERN GROWN WHITE OAK

AMERICAN WALNUT

Specialists in DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
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YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICHIGAN

Rotary Cut NORTHERN VENEERS

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FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers. We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring.

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CHICAGO OFFICES:
812 Monadnock Block

"CASCO"
for a
better product



For Jointing and Veneering
STRONG—UNIFORM
USED COLD EASILY PREPARED
ECONOMICAL

"CASCO" uniformity is assured because
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THE CASEIN MANUFACTURING CO.

Largest and Longest-Established Manufacturers
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Write for "CASCO" Red Book—
a manual on Veneers, Panel-
Making and Glue.
Samples of "CASCO" on request.

Market in Syria for Household Furniture

The absence of sufficient motive power for industrial purposes and a general lack of initiative and enterprise in local manufacturers have created a good demand in Syria for manufactured articles of every description, particularly household furniture.

This industry is now in the hands of local artisans, who effect all operations by hand methods and charge exceedingly high prices in comparison with American and European products. While these artisans are clever workers, they lack creative and mechanical ability and have neither machinery nor the motive power to compete with foreign manufacturers who produce on a large scale with modern equipment. Local cabinetmakers usually have a small shop, very rarely employ more than five workmen, and use European catalogues for their designs. Syria having no forest resources, all necessary lumber and other essentials in this line are imported from abroad.

The so-called oriental furniture is very expensive and finds its market outside of this country, being rarely purchased by the local inhabitants. The local shops make furniture to order for their clients and a few stores handling the finished product display a mixed variety of unattractive pieces with ungainly outlines, frequently upholstered with extravagant tapestry. It is believed that American manufacturers could easily undersell local manufacturers and secure a good footing in this market. Furthermore, although very little furniture is being imported at the present time, a good market should be created by the increasing foreign population, including Army officials and their families. It is believed that Americans should make an attempt to secure a portion of this trade.

From statistics obtainable, the following articles of furniture appear to have been imported by Syria during 1920:

	Kilos.
Chairs, ordinary.....	15,600
Chairs, good quality.....	56,600
Furniture, pictures, objects d'art.....	134,950
Wood, worked.....	156,650
Furniture, secondhand.....	8,150
Cane for chairs.....	3,600
Tea trays, tables, etc.....	3,013,750

Total 3,389,300

The Syrian market requires cheap, substantial, and comfortable furniture. Low prices would be the basis for a possible sale; and though a limited market may exist for the higher-class goods, most of the people are not sufficiently wealthy to afford them.

American firms intending to enter this market would do well to send neatly prepared catalogs with good prints in color tones. Literature of this kind is always desired by local merchants and greatly aids in promoting sales. French is the European language best known in the country, and all correspondence should be conducted in that language. Prices should always be quoted c. i. f. Beirut and not f. o. b.; the latter takes too much time and trouble to investigate, and the merchant consequently gives his trade to firms quoting c. i. f., which is the general practice of European houses dealing in this market.—U. S. Commerce Reports.

Riechmann Leaving Politics

George E. Riechmann, manager of the Evansville Furniture Company at Evansville, Ind., who has been chairman of the democratic county central committee for the past four years, has announced that he will not be a candidate for re-election this year.

Plant Superintendent Dies

John Campfer, 54 years old, for many years superintendent of the Evansville Furniture Company at Evansville, Ind., died at his home in that city on Sunday, April 16, after a short illness. He is survived by a family. Funeral services were held on Tuesday, April 18th.

HOW DO YOU DRY YOUR VENEER?

If you
haven't a

COE ROLLER VENEER DRYER

we venture the assertion that many times you have wished you did have one. There is no time like the present to gratify that wish and thus place your plant on a much more efficient basis and give an added quality to your product. If you are not familiar with the performance of this wonderful machine, write us for a list of users and investigate and you will be surprised to find what a handicap you have in being without one.

ALSO SEE THE NEW TWENTIETH CENTURY COE VENEER LATHE

In a short time now we will send you a new Clipper bulletin, in which you will find described our style L Clipper with the automatic stop

THE COE MANUFACTURING COMPANY, PAINESVILLE, OHIO, U. S. A.

(Continued from page 38)

The colony has an area of about 57,000 square miles and six-sevenths of this is forest land. Its total population, including whites, colored people, blacks and Indians, can be estimated at 100,000, made up of almost every country in the world. There are distinctive features in the configuration of the land which suggests a classification of separate divisions or belts. We first have a belt of coast lands varying from ten to forty miles in depth, forming the present ocean margin and extending inland to the ancient sea margin marked by a series of rolling reefs of sand and shell. This coast belt consists of alluvial clay deposits of remarkable fertility, and is always, more or less, under the level of high tides, necessitating the greater portion being set off by surrounding dams as a protection from the river waters during spring tides and from the overflow of savannah waters at the back.

the concessions of the Endracht Sawmilling Company. They comprise an area of 10,000 hectares of the best mora forest to be seen anywhere in the Guianas and not far from the city of Paramaribo, the colony's capital, these concessions can be reached within five hours from town, passing through the famous Saramacca canal to Post Mitkijk on the Saramacca river which shortens the distance from Paramaribo to the Saramacca by nearly 150 miles.

The concessions are a perfect network of mora trees of gigantic size and ready for the woodcutter's axe.

To those who, perhaps, are not familiar with mora logs, it would be interesting to state that this wood is rated first-class at Lloyds'

and largely used for railway sleepers. The Endracht Sawmilling Company is under contract with the Government of Dutch Guiana to deliver annually 90,000 railway sleepers. Besides the manufacture of sleepers, the wood is useful for many purposes; the branches serve to make excellent firewood and when used for burning into charcoal gives exceptionally good results. In fact, not a particle of the mora tree goes to waste.

The Endracht company has its milling plant on Saramacca street, Paramaribo, the capital of the colony. This sawmill is equipped with United States machinery of modern type and turns out excellent work.

On the concession which is operated by natives, a Lidgerwood road engine is installed for the purpose of hauling the logs to the river front where they are tied up into floats and sent down river to the mill at Paramaribo to be worked into sleepers and other useful articles.

Mora has proved itself to be excellent for railway sleepers and other

purposes too numerous to mention; it is equally as tough and will endure as long as greenheart when submerged or exposed to atmospheric influences. The present time, therefore, would appear opportune to make its value known to the public, and at same time serve the purpose of opening up relations with firms on the lookout for suitable timber for constructing purposes. Dutch Guiana offers a splendid field in its timber resources.

It is not necessary to carry out explorations to determine and locate

what is here, for that has already been done in a satisfactory manner, and the country's timber resources are ready for market and within reach of the best markets for that class of material.



FOREST SCENE IN DUTCH GUIANA WITH A STEAM LOG LOADER AT WORK

Vincennes Furniture Company Plant Burned

The plant of the Vincennes Furniture Company at Vincennes, Ind., was destroyed by fire on April 13, the origin of the fire not being determined. The loss of the company is estimated at \$100,-

000 and the loss is covered by insurance. When the firemen arrived at the plant they found it was completely in flames and it was impossible to save the factory. The firemen then turned their attention to the plants of the Indiana Window Glass Company and the Vincennes Bridge Company and these plants were saved.

Air Conditioning in Veneer and Panel Work Shops

By C. J. M.

In a previous article we have explained the necessity for efficient dry storage rooms to take care of veneer materials before these go to the shop to be glued into panels, and likewise for similar dry storage rooms for temporary care of ply and panel materials after gluing, when reasonable time is available for diffusion and drying out of the glue moisture without recourse to a re-drier.

No mention was made in that article of the troublesome air conditions usually obtaining in the woodworking shops themselves, and of the urgent necessity for rational improvement in this direction, this matter being considered of sufficiently great importance to merit full discussion in a separate article.

Air Conditioning in its broader sense means purifying, tempering and humidifying of the air used in an inclosed space. As applied to industrial workshops, however, air conditioning concerns itself principally with the correction of the temperature and humidity of the air, in order that these two factors may be maintained at the point best suited to maximum quality and output of the product.

One of the first industries to appreciate the maintenance of an exact humidity condition of the air circulating in its workshops, was the textile industry, and there is now very great attention paid to the moisture condition of the air in the silk and cotton spinning rooms because scant or excessive humidity of the surrounding air makes a great difference in quality, quantity and cost of the output.

Woodworkers Must Come to Value Air Conditioning

In the textile industry the profits derived from conditioned shop air were comparatively easy of demonstration. In woodworking shops, and particularly in those employing the highly hygroscopic veneers, air conditioning is just as, or even more, necessary, but its profitability is not as readily susceptible to a dollar and cents demonstration.

Nevertheless, the time is approaching fast when the captains of the woodworking industries, such as furniture, piano and all those producing veneered and built up materials, will fully appreciate the necessity for a continuous and effective control of the temperature and humidity condition of their woodworking shop air, and that their proper attention to this item means money, profits and reputation. This may sound like a rather bold and broad statement, but the writer knows his subject and can prove the truth of his words.

It is the writer's firm conviction that in a properly arranged veneer and panel shop, there should be an amply large, warmed dry storage room to care for the veneer and core stocks, as a sort of basin capacity ahead of the gluing shop but separated completely from the shop floor, and that there should be a like dry storage room to receive and take care of the veneered and ply materials after gluing, providing sufficient capacity, and consequently storage time, for the assimilation of the glue moisture and drying out of any surplus thereof, the air in both storage rooms being maintained at constant favorable humidity and temperature, as well as in uniformly mild circulation.

Shop Air Is Often Detrimental

Where such dry storage facilities are available, and are completely separated from the shop floor proper, the raw veneers will be brought to the shop as needed, worked up and leave for the store room within a reasonably short time, avoiding the detrimental influence of the shop air, which latter frequently carries much more moisture than is good for the veneer materials worked up there. With such dry storage rooms, if of proper capacity, there would be very much less demand for redrying.

Circumstances alter cases, and such desirable dry room spaces cannot always be had, no matter how well the necessity therefor is appreciated, and instead of moving through the workshop rapidly,

both raw and finished materials must be stored therein for some time. Under such conditions the only remedy is to so dehumidify the shop air so, that it will be in reasonable balance with the raw veneers and will still be able to take up some of the glue moisture which may come to the surface of the glued stocks, and to circulate this dehumidified air with moderate velocity over the entire area of the shop, and particularly over the materials stored therein.

The following actual experience will illustrate the point: In a Piano factory of rather fair sized output an additional building had been provided, on the first floor of which was installed the veneer and panel department. The space allotted to this department was about double that actually required for its operations with a view to future expansion, and part of this therefore, was utilized for the storage of veneers, manufactured panels and other veneered stocks. The gluing shop thus was used for storage before and after gluing. Vapors from glue pots, from hot plate redriers and from the glued panels were diffused into the atmosphere of this workshop, and there being no special provision for the renewal of the air, the accumulating moisture had to find its way out the best way it could, through doors, which were generally open into other departments, or through windows, if the latter were opened by those stationed nearest them.

A Problem Solved By Air Conditioning

Panels accumulated in the improvised storage space, and all went well until the sanding room reported a lot to be insufficiently dry. A hurried inspection and sampling disclosed that most of the material stored there was insufficiently dry, and also that some of it was going to the bad otherwise. Redrying in a lumber kiln was resorted to, which proved costly in labor and losses of material. Then a spare corner in the same shop floor, otherwise unoccupied, was curtained off, equipped with a radiator and a fan, and used as a redrier. This worked, as far as the panels in the redrier were concerned, and the drying went on night and day, but since the moisture eliminated from the panels was forced back into the shop space, the improvised redrier rather aggravated the already unsatisfactory humidity condition of the work shop and increased the moisture absorption of the materials stored there. This led to an engineering investigation which disclosed the actual condition and its cause. As a result an air circulating system was installed, providing uniform temperature and humidity over the entire floor area, which held the humidity percentage of the air at a point where moisture absorption by the veneers in storage was checked and a slight drying of glue moisture from the panels was secured. This, in turn brought about an improved quality of product, as well as increased production. Incidentally the redrier lost some of its rush work, although it had been re-arranged on a more efficient basis and was now discharging its moisture direct to atmosphere.

Needless to state two hygrometers, of a reliable type, now form part of the shop equipment and not only occupy conspicuous locations in different parts of the shop floor, but are observed carefully with unflinching regularity by the foreman.

Variety of Climate Demands Conditioning

There are many workdays during the year, in our climate, when the temperature and humidity of the outdoor air is such as can be reduced to very desirable shop condition merely by warming to 65 to 70 degrees. There are other days, as in zero weather, when the outdoor air would, after warming, be entirely too dry for the comfort of the workmen as well as that of the materials. A small amount of such fresh air, properly admixed to that already in the shop, in a continuous stream, after it has been warmed to shop

(Continued on page 48)

Quality Veneers



ONE of the Ware-Rooms at the Baltimore plant. Each stock is numbered to correspond with its samples and its description in the "Veneer Book".

Photo by Hughes

**WALNUT BUTTS
MAHOGANY
LONG WALNUT
BURLS · POPLAR
OAK & OTHER WOODS**



THE WILLIAMSON VENEER CO.

MILLS - BALTIMORE, MD.



Sales Branches: NEW YORK (709-6th Ave) CHICAGO (28 E Jackson Blvd.) HIGH POINT, N.C., JAMESTOWN, N.Y.



Pickrel Walnut Veneers

The Accepted Quality Standard of a Superlative Article

Through its remarkable merit and beauty walnut has been honestly and cleanly sold to the public. It has stayed sold, reaching every month new fields of utilization, purely by virtue of its undisputed superiority and the uniformly high-class product offered. Pickrel Walnut Veneers are not only universally accepted as the quality standard in established lines of walnut consumption, but are greatly contributing to walnut history in the many interesting new fields which walnut is gradually dominating. Established walnut buyers know our product and service. To new users of walnut veneers we would like to not only emphasize our impressive selection of veneer logs, our honest, careful and experienced manufacture, and the 6,000,000 to 7,000,000 feet of selected reserve veneers always on hand, but to particularly stress the importance of the experienced and conscientious individual representation through which Pickrel veneers are offered at their respective plants. This genuine personal touch insures the closest possible conformity to individual requirements, meaning less cost in working and a better finished product.

PICKREL VENEER COMPANY
NEW ALBANY, INDIANA

QUALITY
UNIFORM
DIVERSIFIED
DISTINCTIVE

ACCURACY

Accuracy and care used throughout the manufacture of our walnut lumber are reflected in our product. Try our stock.

PICKREL WALNUT COMPANY
St. Louis, Mo.

UNDERWOOD QUALITY

VENEERS

PROMPT DELIVERIES
ATTRACTIVE PRICES

PANELS

We Manufacture

**BIRCH, ASH, ELM, BASSWOOD and OAK
VENEERS**

also

**THREE AND FIVE PLY BIRCH, ASH, PLAIN OAK
BASSWOOD, QUARTERED SAWED OAK, WALNUT,
QUARTERED FIGURED GUM AND MAHOGANY**

*We carry a large stock of THREE AND FIVE PLY
PANELS on hand at all times—Write for list of sizes.*

Underwood Veneer Company

WAUSAU, WISCONSIN

(Continued from page 44)

temperature, will reduce the humidity of the shop air and hold it to the desired point. But there are other days, during the warmer season, when the outdoor air contains very much more moisture than would be good for the raw veneer, and which possibly might also add to the moisture already contained in the panels on the shop floor. It is on such days, fortunately not too frequent, when the outside air must be dehumidified to the desired point or as near to it as may be practicable.

Aside from the combination of adverse conditions related in the foregoing, there frequently exists another shop condition which very seriously interferes with the moisture content of the air surrounding veneers, plies and panels while on the shop floor. In many establishments the gluing department is located in a corner of the general shop floor where many machines are cutting wood and discharging the sawdust and shavings into an exhaust system, which latter at the same time also pulls vast quantities of air from the shop floor. This air naturally is immediately replaced by fresh air from outdoors, which, no matter how it reaches the shop space, carries the moisture, or the lack of it, as obtaining in the atmosphere. On rainy or very humid, warm days it is impossible to keep this moisture out while the exhaust is running, and on very cold, dry days everything tends to dry out excessively, including the breathing apparatus of the men.

But such a condition is also wasteful from the standpoint of the fuel necessary to keep the place warm during the heating season. The only remedy is to supply an equal amount of conditioned air, to replace that air which necessarily must be withdrawn by the exhaust system, the inlets to which are not always adjusted to take the "right and fair" amount, and which more frequently are permitted to use an unnecessary excess without consideration for the expense of power and of heat, and much less for the disturbance to the humidity conditions of that end of the shop in which is located the veneer department.

During the cold season any air brought into the shop to replace that exhausted with the shavings, must be heated, only to be promptly exhausted in its turn, and since such an exhaust system may change the air of the average shop space from five to fifteen times in one hour, the air supply becomes an object for serious consideration from the fuel cost standpoint, unless there happens to be a large quantity of unused exhaust steam available for the warming of this air, therefore, where fuel saving is an object, it will be found desirable and entirely feasible to continually re-circulate the already warm air, after freeing the same from the sawdust and shavings in the separators, and from the fine dust in proper air-washers, with the water at such temperature as will make the then saturated air contain the exact percentage of humidity required, after it has been slightly re-heated before being again delivered to the shop. Such an arrangement is available during more than one-half of the working days of the year, and during the balance the air may be taken direct from the atmosphere to the shop (dehumidified if and as necessary), and the exhausters then may discharge direct to atmosphere through their respective separators.

During the war, in the construction of a woodworking shop (300' long by 200' wide) for gunstock production, the writer adopted such a system of re-circulation of the shavings exhaust air in combination with the heating system and air conditioning system, and during two years of personal observation found it responsive to very exacting requirements under outdoor conditions ranging from summer heat and heavy humidity to the dry atmosphere at 15 degrees below zero.

As previously stated, circumstances alter cases, and there is no universal arrangement which would answer all of the varying conditions obtaining at the different woodworking plants, and the writer would not advise procedure without a competent engineering investigation embracing all local facts and requirements. This paper is presented in the hope that it may awaken interest and result in action.

Officer of Milwaukee Casket Company Dies

Edwin Baier, secretary and treasurer of the Cream City Casket Company, Milwaukee, died suddenly on April 17 of heart disease. He was 39 years of age, a native of Milwaukee, and started his business career as a clerk in the company's offices. Mr. Baier was prominent in Pythian and Elks circles.

Upham Company Sells Lumber Interests

The Upham Mfg. Company, Marshfield, Wis., has disposed of its sawmill, power plant and lumber yard to a group of local people, retaining, however, its furniture factory. The consideration is given as \$100,000. The purchasers are Miss N. E. Dickinson, who has been with the Upham company several years; W. F. Cummings and E. A. Upham. They are organizing the Marshfield Lumber Company to conduct the business.

Keller Heads Traffic Club

When organization of the Evansville Transportation Club was effected a few days ago at Evansville, Ind., J. C. Keller, secretary and traffic manager of the Evansville Furniture Manufacturers' Association, also traffic manager of the Evansville Lumbermen's Club, was named president.

Albert Doerschler Dies at 64 Years

Albert Doerschler, 64 years old, who died a few days ago at his home at Evansville, Ind., was one of the best known furniture manufacturers of that city. He had been vice-president of the Specialty Furniture Company of Evansville for many years past. He was born in Germany, but had spent most of his life in Evansville. He is survived by a family.

Ash Buys Logansport Body Plant

Edwin Ash, president of the Hadley-Ash Furniture Manufacturing Company of Logansport, Ind., has bought the property of the Logansport Body Works for \$22,100. The plant was sold to pay the indebtedness of the concern. Mr. Ash is planning to remove his furniture factory to his newly acquired location. The plant of the Logansport Body Works was constructed two years ago at a cost of \$90,000.

Fire in Philadelphia Woodworking Plant

The Anderson Woodwork Company at 1631-33-35 Ludlow street, Philadelphia, Pa., suffered losses estimated at thousands of dollars from a recent fire which completely destroyed the third floor of their plant. Many feet of valuable lumber were burned, and the workshop on the second floor badly damaged.

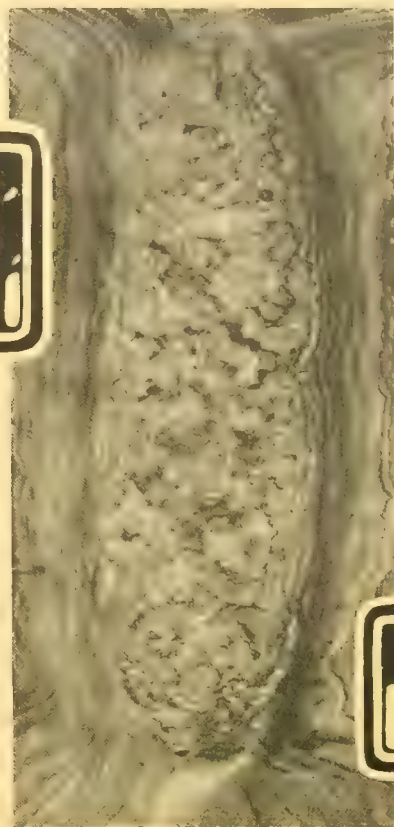
The blaze did not extend to the first floor, in which the machinery of the plant, which is engaged in the manufacture of office partitions, store fixtures and mill and cabinet work, is stored.

Veneer Interests Pleased with Arguments for Their Lumber Classifications

Louisville veneer interests are much pleased with the arguments made by representatives of the veneer and plywood industry before the Interstate Commerce Commission Examiner, in Louisville, Ky., in early April, it being a resumption of a hearing started some months ago, in which veneer interests are contending for a rate of 15 per cent over lumber rates on figured veneers, and lumber rates on plain veneers, or their lumber.

Business has been more active with the Louisville veneer mills, which reports better veneer demand as well as demand for glued up stocks, the situation now being more promising than it has been for some months.

The Penn Furniture Company, 32 East Chestnut Street, Lancaster, Pa., large users of hardwood, sustained a \$25,000 fire loss April 17. The upper stories of the storehouse were consumed and the office badly damaged with water. One fireman was injured. The origin of the fire is unknown.



Grown On Iowa Corn Land


If you were to attempt to grow corn on the thin soiled hillsides of the average forest land, you would get a light crop and poor quality as compared with the produce of the Mississippi valley. Iowa Walnut is grown in the finest agricultural land in America—from the same soil that produces the famous "tall corn."

Its greater strength, finer grain, and particularly beautiful marking are the logical result of the soil and climate that produced it.

IOWA WALNUT

Before you buy walnut again write us for quotations and evidence of the better quality of Iowa Walnut.

Des Moines Sawmill Co.
Des Moines, Iowa



PROMINENT FIGURE
STRONG CONTRAST OF COLOR
SMOOTH CUTTING

ARE
CHARACTERISTICS
OF

LOUISVILLE FIGURED RED GUM

THE LOUISVILLE VENEER MILLS
NATIONALLY KNOWN
HEADQUARTERS FOR FIGURED RED GUM
LOUISVILLE, KY.

Nesslunds Will Tour Europe

Mr. and Mrs. Victor Nesslund of Jamestown, N. Y., are going to make a trip to Europe of several months' duration. They will sail from New York on May 9 and do not expect to return until November.

Memphis Club Protests Against Fight on Wooden Shingles

Joe Thompson, president of the Lumbermen's Club of Memphis, at the regular semi-monthly meeting at the Hotel Gayoso Saturday afternoon, April 15, appointed a committee of twenty to enter a vigorous protest with the City Planning Commission of Memphis against the ban proposed by the latter on the use of wooden shingles on future buildings in this city. Jesse C. Dean, president of the Cole Manufacturing Company, is chairman.

The sales code committee of the National Hardwood Lumber Association, of which Earl Palmer, Memphis, is chairman, will not formulate a sales code prior to the annual of this body in June, according to a statement made to the club by that gentleman. Mr. Palmer declared that he and his associates have done everything in their power to lay the ground work for a sales code and that they had spent their time in this way because they believed it better to take this course than to formulate a code and then attempt to secure its adoption. He told of the addresses he had delivered to lumber organizations in the interest of the sales code idea and he further stated that June 21, at Chicago, the day before the annual, had been set apart for a conference on the general subject of a sales code, to which representatives of all branches of the hardwood trade have been invited. At this meeting, he said, he hoped that a clear idea might be gained of what a sales code should contain and that an acceptable, and therefore effective, instrument might be the outcome thereof.

Mr. Palmer made this statement in response to a request, on the part of the sales code committee of the club, for a draft of the code as formulated by the national committee.

Lumber Company; F. E. Longwell, A. J. Chestnut Lumber Company; A. J. Harris, Tennessee Hoopp Company, and L. E. Penny, Louisiana Red Cypress Company. Three applications were filed by the membership committee.

Third Ticket Withdrawn in Cincinnati Club Race

Two tickets will be voted on at the annual election of the Cincinnati Lumbermen's Club which will be held at the Hotel Metropole, May 1. M. J. Byrns, Byrns Brothers Lumber Co., has announced the withdrawal of the third ticket in its entirety. Following the announcement of Mr. Byrns, the executive committee held a special meeting, April 10, and unanimously agreed to waive the formality of waiting until the night of the annual election (as provided in the constitution to give a corrected list of the candidates as they will appear on the ballot. Since the meeting of the club on April 3 at which candidates for three tickets were nominated, some of the nominees have declined to be considered as candidates and as a result, instead of three tickets to be voted on at the election, there will be only two.

J. R. O'Neill, Tennessee Coal & Lumber Co., was not present at the April 3 meeting, when he was nominated on both the Independent and third tickets to oppose J. C. West, of the J. C. West Lumber Co., for the presidency. Since then Mr. O'Neill has withdrawn in favor of A. E. Hart of the Leland G. Banning Co. The revised tickets are as follows: Regular: J. C. West, president; S. E. Giffen, Fagin-Giffen Lumber Co., first vice-president; G. M. Morgan, Nicola, Stone & Myers, second vice-president; W. F. Gammage, secretary, and R. E. Thompson, Thompson Hardwood Co., treasurer. Independent: A. E. Hart, president; J. R. O'Neill, first vice-president; Stewart Menzies, Menzies-Bolman Co., second vice-president; W. F. Gammage, secretary and Edwin H. Ward, Dwight Hinckley Lumber Co., treasurer. Under the new arrangement Mr. Gammage has no opposition for the secretaryship.

With the Trade

Turner-Farber-Love Company Opens New York Office

The Turner-Farber-Love Company of Memphis has opened a branch office in New York City at 1110 Borden building, 350 Madison avenue, according to announcement made to HARDWOOD RECORD by F. G. Woods, treasurer of the company. The New York office will be in charge of T. D. Higgins, who is a thoroughly competent lumber salesman, having had experience in the manufacture of lumber from the log to the consumer as well as lots of experience on the selling end. "In selecting such a man to represent our interests," said Mr. Woods, "we feel that we are in a better position to serve our patrons in this territory."

R. J. Darnell, Inc., Returning to Hardwood Manufacture

R. J. Darnell, Inc., with headquarters at Memphis, which formerly manufactured hardwood lumber in a big way at Batesville, Miss., but sold out its mill at that point to the Panola Lumber & Manufacturing Company, announces that it will re-enter the manufacturing business on a large scale. It owns 75,000 acres of hardwood timber lands at Floyd's Crossing, near Pioneer, La., and it is now preparing to install a double band mill and resaw, obtained from an Arkansas operation. It proposes to have this equipment in operation within the next three months. R. H. Darnell, president, says that the plant will have a daily output of 100,000 feet and

that twelve miles of railroad trackage will be constructed to facilitate handling the timber from the woods to the mill. He further states that the stumpage contains a large quantity of oak, about two-thirds of which is white, and that the remaining timber is gum, ash and hickory.

Kelsey to Resume Operations

The Kelsey Wheel Company is planning early resumption of its double band mill in North Memphis, according to announcement made by A. E. Mahannah, general manager. The demand for wheel parts at the plant operated for the manufacture thereof is not quite as good as it has been, necessitating some slowing down in operating hours. By starting up the double band mill the men who would otherwise be laid off will be given employment. Mr. Mahannah says that the mill will cut oak principally and that the greater portion of the output will be quarter sawn.

Car Shops Are Running Full Speed

W. S. Dickerson, vice president in charge of operations of the American Car & Foundry Company, who visited the plant of that corporation at Binghamton, East Memphis, the week ending April 22, states that the Memphis plant, as well as all the other factories of the company, is running at full capacity and has enough work ahead to keep it going at that rate for some time. He says that the plant at Memphis is running on repair work for the American Refrigerating Transportation Company, for the Gulf, Mobile & Northern and for the Illinois Central system. He further says that the railroads are showing a decided disposition to engage in car repair work on a much larger scale and that the outlook for business is good. The American Car & Foundry Company has been, and is still, buying considerable quantities of hardwood lumber for use in car repair work, and it is notable that Memphis lumber interests report a decided expansion in demand for cross ties and for lumber from the railroads.

Coles' Summer Cottage Burns; Family Barely Escapes

The summer cottage of Henry B. and William C. Coles, lumber merchants of Philadelphia and Moorestown, N. J., were destroyed by fire April 18 at Seaside Park, N. J. Mr. and Mrs. Henry Coles and a party of friends barely escaped with their lives. The entire furnishings of the house, including clothing and jewelry of the guests were destroyed. The loss is estimated at \$20,000.

Pinchot Gives Up Forestry for Politics

Gifford Pinchot, Pennsylvania state forester, has resigned to devote his entire time to his campaign for the Republican nomination for governor.

"On May 16, I'll either be a corpse or a candidate," said Mr. Pinchot on April 19. He also declared that his reason for resigning was that he could not criticize the administration of Governor William C. Sproul while holding a state office. The stock of the former national forester, who is boomed by certain leading retail lumbermen of the state for governor, has taken a big rise during the past few days. John S. Fisher, the banking commissioner, has retired from the fight, leaving the field clear between Mr. Pinchot and George E. Alter, the attorney general. Mr. Alter is backed by the Republican organization.

Governor Sproul has appointed Major Robert Y. Stuart, of Carlisle, to Mr. Pinchot's post as state forester. The major formerly was deputy forest commissioner.

New Cincinnati Hardwood Company

The Southern Pine and Hardwood Lumber Co., recently incorporated under the laws of the state of Ohio, has opened offices in the Wiggins' Block, Cincinnati, Ohio. G. A. Roy, president of the G. A. Roy Lumber Co. of Nicholasville, Ky., is also president of the new concern and L. E. Schleinhaut, secretary and treasurer. The company will distribute the output of the hardwood mills of the G. A. Roy Lumber Co. and conduct a brokerage business in Southern Pine. Mr. Schleinhaut was formerly connected with the M. B. Farrin Lumber Co. of this city.

Penny Elected Vice-President

Harry M. Penny was elected vice-president of the Advance Millwork Co. at the annual meeting of the board of directors. He will also be general manager of the company succeeding George L. Weaver, who died recently. Other officers re-elected are: W. G. Laver, president; John Dickerson, secretary, and Herbert Jackson, treasurer. Mr. Penny has been connected with the company for the past ten years. At one time he was connected with a Cincinnati morning newspaper.

Wright Recovering from Operation

W. J. Wright, purchasing agent of the M. B. Farrin Lumber Co., is recovering from an operation which he submitted to for appendicitis at the Bethesda Hospital two weeks ago.

Farrin Will Increase Mill Capacity

The M. B. Farrin Lumber Co. has purchased a new 600 K. W. turbine from the Allis-Chalmers Co. for installation in its plant. The company is making arrangements to increase the capacity of its sawmills.

Kosses Go to Hot Springs

Max Kosse of the Kosse-Shoe-Schleyer Lumber Co., has departed with his wife for Hot Springs, Ark., where they will spend a month's vacation.

Lumbermen Enjoying Vacation

J. C. West, J. C. West Lumber Co., W. H. Hopkins, New River Lumber Co., and E. M. Bonner, Atlas Lumber Co., are enjoying a vacation at French Lick Springs, Ind.

Joe Thompson Feels Optimistic

In the language of the eloquent president of the Lumbermen's Club of Memphis, Joe Thompson, head of the Thompson-Katz Lumber Company, "the clouds of business depression have been penetrated and the mists are disappearing." He is not overoptimistic, however, as indicated by the following picturesque forecast: "Lady Luck has gone off on a Rip Van Winkle sleep and we need not expect her to return for a long time. But 1922 and the years that follow will reward go-getters." Mr. Thompson delivered himself thus before a recent meeting of the Kiwanis Club of Memphis.

J. T. Willingham Takes a Bride

J. T. Willingham, president of the Memphis Coffin Company, one of the big woodworking enterprises in Memphis, and Mrs. Laura Walker, a prominent club and society matron of Memphis, were quietly married Monday afternoon, April 17, at the Second Presbyterian church in the presence of immediate relatives. Dr. A. B. Curry performed the ceremony. The wedding came as a distinct surprise to friends of the contracting parties.

Hardwood News Notes

MISCELLANEOUS

The J. J. Kearns Lumber Company has recently commenced the manufacture and exporting of hardwood lumber at Memphis, Tenn.

The Vernon Manufacturing Company has been incorporated at Vernon, Ind.

The capital stock of the Southern Wood Products Company, Louisville, Ky., has been increased to \$100,000, and that of the I-X-L Furniture Company, Goshen, Ind., to \$200,000.

At Hernando, Miss., the Hernando Lumber Company has started in business.

The capitalization of the Arkansas Oak Flooring Company, Pine Bluff, Ark., has increased to \$200,000.

The Society Hill Casket Company, Society Hill, S. C., is a recent incorporation.

BUFFALO

T. Sullivan & Co. have been busy lately making an addition to the office building, which will give needed room to both the wholesale and retail departments.

Hugh McLean has returned to his desk again after an extended trip to California, having been away for about two months.

Orson E. Yeager, who spent some days at Hot Springs, Va., last month, also visited some of the Georgia mills to look over the hardwood situation. He returned home by way of Moscow, Pa., where on April 9 he helped to celebrate the 79th birthday of his mother and on the following day his parents' fifty-seventh wedding anniversary.

BALTIMORE

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, with office in the Knickerbocker Building, Baltimore, Md., is back at his desk after an attack of influenza, complicated with other troubles, which kept him confined to the house for five weeks.

The Ryland & Brooks Lumber Company of Baltimore has been reorganized, this step having been made desirable by the continued illness of Samuel P. Ryland, Jr., who for many years was the head of the corporation. Turner W. Isaac, who has been president of the company for two years, recontinues in that position, while the place of Walter B. Brooks as vice president is taken by Benjamin H. Read, who was also elected a director. S. J. Brauer remains as secretary and treasurer. The capital stock has been increased to \$100,000.

Title to the property occupied by the James Lumber Company on Aliceanna street at Exeter street, Baltimore, has been conveyed to the corporation by its president, Norman James. The consideration, as indicated by the stamps affixed to the deed, was \$160,000.

The Rex Lumber Company, with office at 10 East Lexington street, Baltimore, has been incorporated under the laws of Maryland by Frederick D. Carozza, William H. Grannis and Clyde H. Wilson. The capital stock is \$150,000. Mr. Grannis was connected with the Manasota Lumber Company some years ago, superintending the erection of a saw mill and the laying out of the lumbering town of Manasota, Fla.

CLEVELAND

Another hardwood concern is scheduled to begin business about the first of the month in West Park, Ohio, suburb of Cleveland. It will be known as the Hardwood Products Company, and will do a local business in mill products. The firm is sponsored by local interests. Fred Wagner, now connected with the retail end of the Theodor Kundtz Company, will be with the new concern.

H. B. Haas of the Empire Plow Company reports that the past season was especially good. At present the firm is in the midst of the off season, but will begin more extensive production in the fall. Red oak is the chief

lumber need, and Mr. Haas says that the company will be in the market with the start of next season, which should begin around September.

The Oak Floor Manufacturers' Association, with offices in Chicago, were preparing an extensive exhibit for the American Building Exposition, scheduled to have opened April 22.

Representatives have been in Cleveland for the past few weeks arranging the exhibit which will demonstrate the latest materials and methods for getting the greatest efficiency and utility from oak flooring.

According to reports, the Theodor Kundtz Company will retire from the retail lumber business around the first of next month, devoting all energies to the manufacture of cabinets, furniture and other products and to a general wholesale business.

Funeral services for George R. Nicolson, prominent hardwood and lumber operator in this district for the past 25 years, were held March 29. Mr. Nicolson's death was the result of a protracted illness. His funeral was attended by representatives of a majority of the important hardwood interests in the district.

The Emrich Lumber Company is the latest entry in the Cleveland field. The concern has been capitalized at \$120,000 and will do a general millwork and lumber business.

The firm of B. F. Rider & Son has recently opened offices in the Finance Building. This concern will wholesale lumber and lumber products, with hardwoods as the chief item through connection, with southern mills. Both B. F. Rider and his son, G. M. Rider, were formerly connected with the Arkoniss Lumber Company, well known throughout the South, as well as locally.

EVANSVILLE

The saw mill at Grayville, Ill., a few miles west of here that was owned formerly by J. M. Blood & Bros., has been sold by Grafton Johnson, of Greensburg, Ind., the present owner, to the Murdock Lumber Co. at Washington, Ind., whose plant was destroyed by fire recently. The mill is being dismantled and will be shipped at once to Washington. It will be the first time in many years that Grayville will be without a saw mill. The plant was sold about a year ago to Johnson and since he purchased it he has operated it under the name of the Grayville Mill & Lumber Company.

Directors of the Petersburg Lock Rim Company at Petersburg, Ind., have decided to build an annex, thirty by seventy feet, to the factory. The Lock Rim company is manufacturing a luggage carrier for automobiles and during the last few months the orders for the carriers have exceeded the capacity of the factory.

Daniel Wertz, president of the Maley & Wertz Lumber Company at Evansville, Ind., has returned from a business trip to Edinburg, Ind.

George H. Foote of the Evansville Band Mill Company at Evansville, Ind., is back from a business trip to Vincennes, Ind. For many years Mr. Foote was a resident of Vincennes when he was associated with the old lumber firm of Maley, Wertz & Foote.

John C. Greer of the J. C. Greer Lumber Company, president of the Evansville Lumbermen's Club, also president of the Evansville Rotary Club, will represent the local Rotary club at the national convention of Rotary clubs at San Francisco this year.

Theodore E. Rechten, of the Rechten Lumber Company of this city, who established a lumber yard at Tennyson, Ind., some time ago, reports that business is picking up and that he is looking for a better season this year than last.

BEAUMONT

W. A. Nichols & Co., who have been handling yellow pine on a commission basis for the past three years, announce that they will open up a hardwood department on May 1. This department will also be handled on a strictly commission basis. The new department will be in charge of J. J. Hamersley, who has had years of experience with southern hardwoods.

The oldest plant in this section of the state doing millwork has been sold to the Petroleum Tank Company, and the site will be used to accommodate their office buildings. This is the C. W. George Manufacturing Company, which was the only concern in this section turning out millwork and cypress cisterns a quarter of a century ago.

The Bernard Manufacturing Company has purchased the manufacturing end of the Deuter Furniture Company and will continue the manufacture of furniture and mattresses. This plant has built up a good business in furniture in Texas, Louisiana and Mexico. The company has been making a low priced line, but Martin Riggs, president of the company, states that other lines of furniture will be added from time to time.

LOUISVILLE

The Ferguson Lumber Company, capital \$10,000, debt limit \$50,000, has been chartered by C. C. Ferguson, C. L. Croan and W. N. Griffin, taking over the Croan & Griffin business, yards and office at First and Central avenues, on the Louisville & Nashville railroad. The company operates a number of country mills producing hardwoods, and will specialize in milling-in-transit business through its Louisville quarters, doing a producing, sorting, grading and planing business, as well as jobbing hardwoods. C. C. Ferguson is active manager of the concern and one of the best known hardwood men in this section, having been National Associa-

tion chief inspector in this territory for over twelve years. A few months ago, upon leaving the inspection service, he went with the Croan & Griffin firm.

For the account of the Holly Ridge Lumber Company and the Chess & Wymond Company, Manager J. S. Thompson has been successful in an effort to get the A. & V. railway to establish transit privileges at Jackson, Miss., on lumber and cooerage stocks originating at stations on the V. S. & P.

Mr. Thompson also reports that the Missouri Pacific Ry. has agreed to reduce rates May 15 on lumber from points in Arkansas to Louisville, figuring an average of 3 to 5 cents a pound, on complaint of the Louisville Veneer Mills, Bush Brothers, and Louisville Point Lumber Co.

NEW ORLEANS

Clarence H. Sherrill, of the Sherrill Hardwood Lumber Company, left New Orleans about April 14 for Memphis, where, as a member of that body, he attended a meeting of the committee of nine prominent hardwood lumbermen appointed at the Louisville meeting early last month for the purpose of perfecting and getting on its feet the much heralded "Hardwood Institute."

Nix & Colomb, Inc., is the latest entrant into the domestic and export hardwood business at the port of New Orleans. The president of the new concern is John D. Nix, Jr.; the vice president is M. L. Sherwood, and the secretary and treasurer is K. Colomb. Mr. Colomb is handling the sales of the new concern, which reports that it already has substantial quantities of business booked.

The Reicke Cabinet Works of New Orleans, owned by H. S. Reicke, treasurer of the New Orleans Lumbermen's Club, and the biggest plant of its kind south of the Mason and Dixon line, is being fitted out completely with electrically-driven machinery, the most up-to-the-minute kind on the market. All the old machinery is being discarded and each machine is to have its own motive force.

The Louisiana Tie & Lumber Company, Inc., which has been recently organized with main office at Staunton, Va., has taken over the holdings of the Valley Tie & Lumber Company at Natchitoches, La., and will engage, under the management of E. W. Gates, in the manufacture and sale of hardwood ties. The deal included an 8,000-acre tract of splendid hardwood timber. E. K. Mercereau is president of the newly-organized Louisiana Tie & Lumber Company; E. C. Headley, vice president and treasurer, and G. F. Brand, secretary.

WISCONSIN

The Fountain-Campbell Lumber Company, Ladysmith, Wis., sustained a heavy loss by fire on March 24, when the warehouse and office building were burned to the ground. By hard work the saw mill, planing mill, yards and other buildings escaped serious damage and millions of feet of stock in the yards were saved. The burned buildings are now being rebuilt. The operation of the plant was not interrupted save for a brief period.

Smith Brothers & Kuehl, Merrill, Wis., has started work on extensive improvements and enlargements in their interior woodwork, sash and door factory, warehouses and other buildings to increase the capacity about 100 per cent. The factory will be enlarged to three stories, 38x120 feet, which will require considerable new equipment, including planers, shapers, band saw, etc. The business was founded five years ago on a relatively insignificant scale by Charles Kuehl and has grown to large proportions.

The Toy Company of America, Appleton, Wis., a large manufacturer of toys and hardwood novelties, has recently increased its authorized capitalization from \$100,000 to \$200,000 to accommodate the further development of the business and provide for a larger factory and more equipment. C. L. Wiggin is president, and F. Felix Wettengel is secretary.

While no official announcement has been made, it is expected that the Charles W. Fish Lumber Company of Elcho, Wis., will rebuild this year its large saw mill at Crandon, Wis., which was almost totally destroyed by fire nearly a year ago. Logs are now being dumped into the millpond at the old site and other activities have been undertaken which indicate that an early resumption of the Crandon operation is contemplated. Forest Himes, mayor of Crandon, is manager of the Fish company in that village.

The city of Superior, Wis., is preparing to undertake the construction and equipment of a manual training addition to the Central High School, to be known as the Webster Memorial School, in honor of the late A. J. Webster, president of the Webster Manufacturing Company, Superior, maker of chairs, furniture, etc. Mr. Webster bequeathed \$70,000 in his will for this purpose and the city will add about \$50,000. Executors of the Webster will have approved plans for the building adopted by the Superior Board of Education.

W. F. Christel, Valders, Manitowoc, Wis., lost his sawmill by fire on April 2. The mill has been idle for several months, but was about to resume operations. Mr. Christel is intending to rebuild immediately.

The Excelsior Products Company of Washburn, Wis., has resumed production at full capacity after being idle for about five months, awaiting improvement in business as well as a more adequate supply of raw materials. Enough has now been supplied to insure constant operations throughout the spring, summer and fall months, with orders enough to absorb the entire output from time to time.

The Wisconsin Novelty Toy Company of Dodgeville, Wis., is a new con-

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cern organized by F. M. Funk to engage in the manufacture of a "Teeter-Totter" toy and numerous other designs of playthings for children. The Lewis building on Idaho street has been leased and is now being equipped with machinery. It is hoped to be able to start operations late in April.

The Stanley Toy Company of Stanley, Wis., has completed the conversion of its business from a purely toy manufacturing line to that of boxes, crates and other wooden packages. It is specializing in shipping cases and a box for storage batteries, a large order for which has been received from a big battery concern located in Marshfield, Wis. L. I. Roe continues to be at the head of the Stanley concern.

The Interior Woodwork Company, Fifth avenue and Park street, Milwaukee, has awarded all contracts and ground has now been broken for additional manufacturing and warehouse buildings estimated to cost \$150,000. Details of the project have been given in a previous issue of HARDWOOD RECORD.

The Fifield Lumber Company of Janesville, Wis., has sold its millwork manufacturing division to Leo H. Atwood and John E. Koerbel, who have organized a new company under the style of Bower City Millwork Company. Mr. Atwood for many years was secretary and treasurer of the Fifield Lumber Company, and Mr. Koerbel served as superintendent of the mill since 1913.

The A. H. Stange Company of Merrill, Wis., on April 10 resumed the operation of its large sawmill, which for several months has been idle while repairs, replacement and other improvements were under way. One of the latest betterments was the erection of a new fuel storage building with conveyors from the saw mill to the power plant to furnish a fuel supply of waste for night and holiday heating. The mill is being operated on a day shift only for the time being, with a crew of about 100 men. The present schedule is expected to be kept in effect until January 1, if not longer.

The Stoughton Wagon Company, Stoughton, Wis., has met with such success in the marketing of its line of motor trucks in sizes from three-quarters to five tons' capacity that the operation of its truck factory has been extended to a point where the working force is virtually back at the normal. Orders are coming from all sections of the country.

The Industrial Commission of Wisconsin has issued a special notice to employers operating circular saws to provide these machines with suitable and proper guards as a means of preventing accidents. It suggests that a good saw guard should have a self-adjusting hood, a splitter, dogs or pawls to prevent kickbacks and a rigging to support the guard. More accidents are caused by the operation of circular saws, says the bulletin, than by any other class of machines, according to statistics covering a period of ten years.

M. M. Kitz, a widely known woodworking manufacturer of Oshkosh, Wis., and founder of M. M. Kitz & Co., box manufacturers of the same city, observed his eighty-ninth birthday anniversary on March 28. He is in good health but no longer active in the business, his sons, George and Martin, now being the managers of the cigar box plant.

The Republic Box Company, Marinette, Wis., sustained a loss estimated at more than \$100,000 by fire on April 8, which burned the factory to the ground and ruined the lumber storage sheds and yards. Insurance is partial. The owners of the concern are planning to rebuild as soon as adjustments of the loss have been completed.

The John Schroeder Lumber Company, Milwaukee and Ashland, Wis., expects to reopen its main saw mill at Ashland on May 1 and looks forward to an active season, according to Frank Clarke, manager at Ashland. The camps at Tula, Mich., will continue putting in logs for the time being, but it is not likely that any woodwork will be done on Michigan Island of the Apostle group this year.

The Disappearing Propeller Boat Company of Wisconsin Rapids, Wis., a new concern, is making good progress in the equipment of its plant and expects to be in regular production May 1. Practically the first year's capacity is covered by orders already booked.

The Faust Lumber Company of Antigo, Wis., is again operating its mill, entering the new season's work on April 10, with a crew of sixty men. Its log supply is sufficient to keep the mill supplied about four months. With the exception of the Henshaw-Worden mill, all of the Antigo saw mills are now in production.

The La Crosse Wash Machine Company is a new \$10,000 corporation organized at La Crosse, Wis., by Henry R. Sauer, Emil Brubach and J. George Schweizer, who will open a factory to make manual and power washing machines for the home.

The Namakagon Lumber Company of Grand Rapids, a Michigan corporation, with mills at Namakagon, near Cable, Wis., has filed articles in Wisconsin as a foreign corporation and has been granted a local charter. Of its capital, \$25,000 is given as the Wisconsin interest. The agent in this state is H. Schneider.

The E. L. Reed Manufacturing Company of Sterling, Ill., a large wood-working concern which recently lost its plant by fire, has practically decided to relocate the industry in Madison, Wis., where a new factory will be built or leased.

The Lauber Handle Manufacturing Company, Milwaukee, has been incorporated with a capital stock of \$50,000 to manufacture handles for brooms, brushes, utensils, etc. The principals are William and Philip J. Lauber and John H. Braun.

The Wisconsin Textile Manufacturing Company, Two Rivers, Wis., maker of bobbins, spools, forms and other textile mill and factory supplies, has

moved into its new factory, a new fireproof structure with 15,000 square feet and two large dry kilns. Central station power is used for the factory drive.

Edward Hoffman, Pickeral, Wis., a well known logging jobber, has filed a voluntary petition in bankruptcy, scheduling liabilities at \$17,831 and assets at \$4,100.

Articles of incorporation have been filed by the Vandreuil Wood Products Company of Black River Falls, Wis. The capital stock is \$20,000 and the incorporators are Richard Koehler, F. W. Warner and Ruth Koehler.

F. W. Long, Eau Claire, Wis., has accepted the position of sales manager for the Wisconsin-Michigan Lumber Company with headquarters at Eagle River, Wis., the location of the main mill. Mr. Long for three years was associated with the Stevens Jarvis Lumber Company in its sales department.

Will J. Hubbard, Wisconsin representative of the Winegar Gorman Lumber Company of Chicago and Winegar, Wis., was re-elected president of the village of Shorewood, an exclusive residential suburb of Milwaukee, at the spring elections.

The Sheboygan (Wis.) Broom Manufacturing Company has instituted action in the circuit court at Sheboygan seeking \$2,617.50 damages from the White Wood Products Company, Crothersville, Ind., for alleged failure to get delivery on a carload of polished broom handles in accordance with contract.

The Hardwood Market

CHICAGO

There has been a marked improvement in the movement of hardwood lumber on the Chicago market during the past fifteen days. This betterment, however, has applied chiefly to the upper grades, and the lowers continue to be a source of aggravation to the mills. Local sash and door factories are taking good quantities of stock. In fact, the industries manufacturing for the building trade are most active in buying on this market. The furniture people continue to buy conservatively. Automobile industry buyers are showing a little more activity. While there has been no marked change in prices, they have enjoyed a firming up at their current level. The flood situation in both the Northern and Southern producing fields has had a noticeably bullish effect on the Chicago market.

BUFFALO

The hardwood trade is showing a little improvement, mostly as the result of a larger amount of building activity. The industrial plants are not doing any large amount of buying but are continuing the plan of taking stocks as needed. Some slight increase in this branch of the trade has taken place, and the situation is a little better in the low grades than it has been for some time. Prices generally are on a better basis than some months ago.

Birch is one of the woods which has picked up considerably in the past few weeks, while oak is also in fair demand. Chestnut and cypress are being bought to a fair extent in the building trade. The volume of building is ahead of a year ago in many localities and this should result in a fairly large amount of hardwood trade this spring. Flooring has been selling steadily for some time past and in good quantity.

BOSTON

Business generally here is on the mend. Improvement, however, is very gradual. There is some improvement noted in all lines. The general situation is more sound. But the improvement in demand for finish has not been as great as the current accounts of improved building had really made dealers hope for, and the furniture business has not improved as much as business a few weeks ago gave promise of. In the piano trade there is a gradual improvement shown, and the hardwoods yards are finding business getting better right along. There is more business with and inquiry from the railroads. Export trade is still dull. The chair-makers are taking a little more, but business with them has not really yet resurrected to any extent.

BALTIMORE

Progress in the hardwood trade in Baltimore, Md., continues to be rather slow, though the trend is undoubtedly toward more satisfactory conditions, with the inquiry on the increase and the stocks of lumber offered none too large. In fact, little of an expansion in the movement would be required to bring about a marked stiffening in the quotations and disclose perhaps a positive shortage in the assortments of lumber at producing points. Hardwood men report that orders are still by no means easy to get, many of the users holding off as long as possible and permitting their selections to run exceedingly low. It appears to be the

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No. 1 & Btr. 16/4", reg. wdths. & lgths...12 mos. dry

SOFT ELM

No. 2 & Btr. 5/4", reg. wdths. & lgths...12 mos. dry
No. 1 & Btr. 8/4", reg. wdths. & lgths...12 mos. dry
No. 1 & Btr. 10/4", reg. wdths. & lgths...12 mos. dry
No. 1 & Btr. 12/4", reg. wdths. & lgths...12 mos. dry
No. 3 & Btr. 6/4", reg. wdths. & lgths...12 mos. dry

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common tendency to go along from day to day, letting the future take care of itself, on the chance that perhaps values will ease off, though of this, in the opinion of the best informed members of the trade, there is not even a slight likelihood. While the revival in the industries that call for the use of hardwoods is very gradual, it has the merit of being continuous, so that after given time a material advance is to be recorded.

CLEVELAND

The end of the building tie-up and the renewed industrial activity on the part of supply and millwork firms, together with the continuance of the demand from automotive and kindred industries, has once again put the Cleveland hardwood market on its feet.

The demand, say leaders, is keener than at any time during the past few years and movements are increasing daily. Wholesalers are manifesting anxiety over adequate supplies and for the first time in over a year they are expending energy in trying to buy.

There are plenty of the lower grades available, especially in oak, but the better grades are a scarce article. Retailers who considered themselves well stocked are finding that they underestimated the demand and are ordering accordingly with delivery promised for future date.

Under the circumstances, the coming months will probably create a new record for mill shipments, as the past conservatism has resulted in bringing matters to a place where movements will be concentrated into the next two months.

EVANSVILLE

Hardwood lumber manufacturers and wholesalers of Evansville and southern Indiana say that April has proved a little better month than March; that trade, in fact, has been about as good as they had anticipated. In their opinion business is going to get some better in May with the coming of more settled weather. Manufacturers say that trade is getting some better by degrees and that it is steadily improving in many lines. "We know it is better in a lot of ways," said a manufacturer here a few days ago, "but we could not prove it, if we had to." Owing to the heavy rains and floods in the South, trade is more or less slow and many of the lumbermen in that section are coming north to get their logs, and for these they are forced to pay a good price. Not many hardwood mills in Evansville are running at the present time. Owing to the floods along Green and Barren rivers in western Kentucky, logging operations have stopped for the time being and will not be resumed until after the floods have subsided. Lumber prices are holding firm and both manufacturers and wholesalers express the opinion that as the demand gets more brisk that there will be a steady advance in prices, for the reason that stocks in most sections are low. The furniture manufacturers of Evansville and many other towns in the tri-state section are expected to be in the market for more liberal supplies of lumber within a short time.

MEMPHIS

Demand for hardwood lumber is substantially broader and the tone of the market is stronger, with prices showing a tendency to advance. The Southern Hardwood Traffic Association is authority for the statement that shipments are now larger than they were two years ago and various members of the trade indicate that they are doing more business than at any time since the depression of 1920 manifested itself. It is quite apparent that interruption to production throughout the valley territory, occasioned by abnormal precipitation and record flood conditions, is stimulating buying on the part of consuming interests. Shipments have been augmented, too, by the efforts of some firms in the path of the flood waters to get their lumber shipped before the high water reached it. Concessions have been made in many instances to induce buyers to take this stock. As a result, while the flood conditions are expected to bring about a substantial advance in prices, they have had, in not a few cases, the opposite effect thus far. It is emphasized, however, that most of this "distressed" lumber has been taken care of, thus removing considerable pressure from the market and leaving in force operation of the law of supply and demand. It is conceded that daily shipments throughout the valley territory from Memphis south are far greater than the quantity of lumber being placed on sticks and it is felt by the trade that the decreasing tendency of stocks will sooner or later eventuate in considerably higher prices all along the line. Sellers are considerably firmer in their ideas of value. This finds striking reflection in the statement that consumers who are attempting to place orders calling for deferred shipments on the basis of current quotations are meeting with but little success. Forward delivery sales are being made, but they are being made on the basis of prices on day of shipment and not on date of sale.

Building trade interests, under the leadership of flooring manufacturers, represent the most active group of buyers. Furniture manufacturers, however, are taking more lumber, while there is a better demand from automobile manufacturers, from the railroads and from producers of agricultural implements and vehicles. Box manufacturers are absorbing considerable quantities of low grade cottonwood and gum, while low grade oak is being purchased in a rather large way for the manufacture of crating material. Practically all consumers are increasing their purchases. The only really disappointing feature is the failure of export buying to develop on a larger scale. It is still quite restricted.

BEAUMONT

Flood conditions have practically put hardwood manufacturers in this section out of business. While it was expected that floods in Arkansas, Louisiana and Mississippi would create a shortage in southern hardwoods, Texas has been visited by the same calamity.

Practically all the hardwood produced in the state comes from that territory drained by the Sabine, Neches and Trinity rivers and tributaries. These streams have been the highest known for years and water has backed over a large area. It is running off very slowly and it will be weeks before bottom hardwood trees can be reached.

There has been little activity in the market, but this does not seem to have affected prices. They are hovering around the same point, but further curtailment of production is expected to add some strength.

LOUISVILLE

Conditions are much better in the hardwood market as a whole, as a result of much better buying in connection with general building operations, demand for hardwood flooring and interior trim being more active than for some time past. Producers and jobbers of hardwoods report that planers, small jobbers and retailers are now buying stocks, and this in addition to a little export demand and fair movement to furniture factories and general woodworking establishments is making for a very fair market as a whole. Veneers and glued up stocks have been more active. Poplar, mahogany, plain oak and gum are all good. Ash is fair only, and hickory quiet. Such items as sycamore, beech, elm, etc., are not showing much. Quartered oak is a little better than it has been, and common grades are moving more freely. As a whole production is retarded due to high water in the South, but stocks are in fair shape.

NEW ORLEANS

The flood handicap upon production is now entering its worst stage, with the Mississippi river up to 21 feet at New Orleans and the back water extending over vast regions of the lower Mississippi and other deltas throughout the extreme southern and southwestern territory. Logging operations are almost at a standstill and with the crest of the river predicted at New Orleans shortly after the first of the next month at the unprecedented height of 22 feet, it is evident there can be no more logging worthy of note in the river sections—which for this region comprise practically all the hardwood regions—for a number of weeks yet. Almost the sole hardwood logging of the Mississippi, Louisiana and Texas as well as other regions hereabouts is confined to the hills where hardwood timber is very sparse.

The mills of this region have been almost completely inactive within the past week or so. In Louisiana there probably are not more than three or four able to run; in Texas only one is able to procure logs for running on full time; in Mississippi perhaps not more than three are operating, and only one of the large number in the Helena, Ark., region is operating during the high-water logging handicap. Perhaps for the past fortnight or more production has been curtailed fully 75 per cent and within the past few days it has been and, for the next few weeks it is bound to continue to be, reduced even much lower than that percentage.

MILWAUKEE

It is stated by authorities who admittedly are conservative that the hardwood industry today stands in probably the strongest and healthiest position it has occupied in more than eighteen months, and while conditions are still far from being uniformly satisfactory, the improvement which has been under way for about two months is being accentuated steadily. The automotive industries are contributing much to this sound situation, while railroad buying is increasing to the point where it is a substantial factor once more. Material for new construction, including flooring, is in good demand and other consumers are showing more interest. There is somewhat less inclination to buy only for immediate needs, although no buyers apparently are going far afield with requirements.

Prices are firm to strong and tending higher. This refers now as well to the lower grades as to the prime stuff. Low grade material has been dragging on the bottom for a long time and was not affected favorably so soon as the top qualities; but, as these advanced, the demand changed so as to embrace cheaper woods, which has grown into a healthy call that is giving prices a stiffened tendency.

Production of hardwoods in the North is going forward at a steadily increasing level, although mill operations as well as work in the woods has been interfered with seriously in the last thirty days by blizzards, heavy rainfall and flood conditions. The rivers in Wisconsin and Upper Michigan have been overflowing their banks for several weeks and in many river cities woodworking as well as other industries have been seriously affected in maintaining production.

One of the significant features of the present rising trend of conditions in the hardwood market is that there have been no serious setbacks such as were common in the last two years. This is most encouraging to hardwood producers, who have become accustomed to look for frequent interruptions due to the sharp peaks and valleys in the call for materials, and view the more even trend of demand as evidence of a substantial recovery. The outlook is a great deal better than it was a year ago.

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Manufacturer and Wholesaler

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RHINELANDER, WISCONSIN

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SUCCESSFUL COLLECTION DEPARTMENT TOO

Write for terms and particulars

LUMBERMEN'S CREDIT ASSOCIATION
CHICAGO NEW YORK

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912

Of *Hardwood Record*, published semi-monthly at Chicago, Ill., for
April 1, 1922

State of Illinois, }
County of Cook, }

Before me, a Notary Public, in and for the State and county aforesaid, personally appeared E. W. Meeker, who, having been duly sworn according to law, deposes and says that he is the Editor of the *Hardwood Record*, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 433, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editorial and business managers are:

Name of Postoffice address
Publisher The Hardwood Company, 537 So. Dearborn St., Chicago, Ill.
Editor E. W. Meeker, 537 So. Dearborn St., Chicago, Ill.
Managing Editor None
Business Managers E. W. Meeker and H. F. Ake.

2. That the owners are (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock):
C. W. Detenbaugh, 431 So. Dearborn St., Chicago, Ill.
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3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are (if there are none, so state) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustee, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is ———. (This information is required from daily publications only.)

(Signed) E. W. MEEKER, Editor.

Sworn to and subscribed before me this twenty-eighth day of March 1922.

[SEAL.]

F. D. STAPP, Notary Public.
(My commission expires Nov. 10, 1923.)

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Hardwood Record

CHICAGO

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We can cut to desired sizes if a cut-down proposition.
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 - 3—Hill Cant Flip Engines.
 - 1—Four Block 40" Stearns Carriage outfit complete.
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 - 1—Set of Screw Rolls.
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Price Postpaid, \$5.00.

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HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 3, 4/4, 5/4, 6/4, 8/4", reg. widths. & lgths., 1 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., white, 4/4-12/4", reg. widths. & lgths., 12 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & 3, 5/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

FAS, pl., 4/4", 6" & up, 8-16' (1/3 14 & 16', and some 10" & up), 9 mos. dry; NO. 2 C., 4/4", 3" & up, 4-16', 9 mos. dry; NO. 2 C. & BTR., 10/4 & 12/4", 3" & up, 8-16', 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

COM. & BTR., 4/4" & thicker, good widths., 40% & btr., 14 & 16". H. A. HOOVER, South Bend, Ind.

FAS, 10/4". KELLOGG LBR. CO., Memphis, Tenn.

ALL GRADES, 5/8", 16/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4". HARRY H. MAUS, So. Bend, Ind.

NO. 1 C. & FAS, white, 8/4" & 16/4"; NO. 1 C., white, 8/4"; NO. 2 C., white, 8/4". JOHN I. SHAFER HARDWOOD CO., So. Bend, Ind.

LOG RUN, 4/4", reg. widths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

FAS, 4/4"; NO. 1 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4-8/4", reg. widths. & lgths., 4-8 mos. dry; NO. 1 C. & BTR., 4/4-16/4", reg. widths. & lgths., 4-8 mos. dry; NO. 1 C., 4/4-12/4", reg. widths. & lgths., 4-8 mos. dry; NO. 2 C., 4/4-8/4", reg. widths. & lgths., 4-8 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 & 2, white, 4/4", 14" & wider, std. lgths., 2 yrs. dry, northern tough texture; NO. 1 C. & BTR., white, 4/4-16/4", reg. widths. 14" & wider std. lgths., 2 yrs. dry, northern tough texture. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/4, 6/4, 8/4, 10/4, 12/4", reg. widths. & lgths., dry; NO. 1 C., 4/4, 5/4, 6/4", reg. widths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 8/4", good widths. & lgths., 9 mos. dry, full log run; FAS, 4/4", 6" & up, good lgths., 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 & BTR., 5/4", reg. widths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 3 C. & BTR. (mostly common), 4/4", 3" & up, 6-16', 9 mos. dry; FAS, choice white, 5/4", 12" & up, 8-16', 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4, 5/4. JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 3 C., 4/4", 6/4"; NO. 1 C. & BTR., 5/4", MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS & SEL., 4/4", 6" & up, reg. lgths., 10 mos. dry, 75% FAS; NO. 2 C., 4/4", reg. widths. & lgths.; NO. 2 & BTR., 5/4", reg. widths. & lgths., 10 mos. dry, 40-50% FAS. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., 5/4", 8/4", 75% FAS, extra wide, 50% 14 & 16", dry; SEL. NO. 1., NO. 2, all 5/4", 75% FAS, extra wide, 50% 14 & 16", dry. STRABLE LUMBER & SALT CO., Saginaw, Mich.

FAS, 4/4", 6 mos. dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

BEECH

COM. & BTR., 8/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 5/4, 6/4", reg. widths.

& lgths., 9 mos. dry, full log run; NO. 2 C., 4/4, 6/4", reg. widths. & lgths., 9 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4, 6/4, 8/4". HARRY H. MAUS, So. Bend, Ind.

LOG RUN, 4/4, 5/4, 6/4, 8/4, 10/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 2 & B., high grade, 5/4, 6/4, 8/4", good widths. & lgths., dry. STRABLE LBR. & SALT LBR. CO., Rhinelander, Wis.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C., 4/4", reg. widths. & lgths., yr. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 1 & BTR., 12/4", reg. widths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 4/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 3 C., 4/4"; SELS., NO. 1 & 2 C., 4/4, 6/4"; NO. 2 C., 4/4, 5/4"; NO. 3 C., 4/4, 5/4"; NO. 1 C. & BTR., 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & SEL., 4/4", reg. widths. & lgths., yr. dry; NO. 1 C. & BTR., 8/4-10/4", reg. widths. & lgths., 10 mos. dry, 60-70% FAS. STEARNS & CULVER LBR. CO., L'Anse, Mich.

CLEAR, 1 & 2 face, 1x4", 12 mos. dry; CLEAR 1x4 & wider, 4' long; CLEAR 1 & 2, face, 1"x4" & wider, 6' long. THUNDER LAKE LBR. CO., Rhinelander, Wis.

NO. 1 & 2, 4/4-16/4", reg. widths., 14" & wider, std. lgths., yr. dry, northern tough texture. YEAGER LBR. CO., Buffalo, N. Y.

BUTTERNUT

COM. & BTR., 25% FAS., 4/4", 4" & up, 6-16', 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, choice stock, 4/4", 6" & up, 8-16', 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

COTTONWOOD

BX. BDS., 4/4", 9 to 17", bone dry; FAS, 4/4", 6 to 17", bone dry; NO. 1 C., 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C. & BTR., 5/4"; BX. BDS., 4/4", 9-12". GRISMORE-HYMAN CO., Memphis, Tenn.

CYPRESS

SELS. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 4/4", 6, 8, 10, 12"; NO. 2 C., 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

SEL. & BTR., 4/4"; NO. 1 SHOP, 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 SHOP & BTR., 4/4-16/4", reg. widths., 14" & wider, std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

COM. & BTR., 8/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-12/4", reg. width. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 6/4-16/4", reg. widths. & lgths., 3-9 mos. dry, high grade. EAST JORDAN LBR. CO., East Jordan, Mich.

NO. 1 & BTR., 4/4, 8/4, 10/4", reg. widths. & lgths., yr. dry; NO. 2 & BTR., 5/4", reg. widths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 12/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 2 C. & BTR., 10/4", 12/4", 4" & up, 6-16', 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

COM. & BTR., 4/4-12/4", reg. widths. & lgths., dry. H. A. HOOVER, South Bend, Ind.

NO. 1 C. & BTR., 8/4, 10/4, 12/4"; NO. 3 C., 4/4, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NOS. 2 & 3 C., 5/8". KELLOGG LBR. CO., Memphis, Tenn.

LOG RUN, 10/4". KING MILL & LBR. CO., Paducah, Ky.

SELS., NO. 1 C. & NO. 2 C., 4/4"; NO. 2 C. & BTR., 8/4", very wide. MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4". HARRY H. MAUS, So. Bend, Ind.

NO. 2 C. & BTR., 50 to 60% FAS, 4/4-8/4", reg. widths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 6/4, 8/4, 10/4, 12/4", reg. widths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

ELM—ROCK

NO. 2 C. & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

NO. 1 C. & SEL., 3/8, 1/2, 5/8, 3/4", reg. widths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

GUM—QUARTERED RED

COM. & BTR. (mostly red), 4/4", 3" & wider, 6-16', 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, 5/8, 8/4", reg. widths. & lgths.; dry; NO. 1 C. & SEL., 3/4, 4/4, 8/4, reg. widths. & lgths.; dry; FAS, SND., 5/8, 3/4, 5/4, 6/4, 8/4, reg. widths. & lgths.; dry; NO. 1 C. & SEL., SND., 5/8, 3/4, 6/4, 8/4", reg. widths. & lgths.; dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4". WOOD-MOSAIC, INC., Louisville, Ky.

NO. 1 C. & BTR. SND., 5/4, 6/4, 8/4, 10/4", reg. widths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 2 C. & BTR., 3/4, 4/4, 5/4, 6/4", reg. widths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 4/4", reg. widths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4", 3" & up, 6-16', 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, 5/8"; BX. BDS., 4/4", 13-17. KELLOGG LBR. CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8 & 6/4", reg. widths. & lgths.; dry; NO. 1 C., & SEL., 5/8 & 3/4", reg. widths. & lgths.; dry; NO. 2 C., 3/4, 8/4", reg. widths. & lgths., dry. TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS & NO. 1 C., 4/4", 5/4", reg. widths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. & pl. black, 4/4", reg. widths. & lgths., 6 mos. dry; NO. 2 C. & BTR., qtd. & pl. red, 4/4, 5/4, 6/4, 8/4", reg. widths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

LOG RUN, pl. black, 4 4"; LOG RUN, qtd.,

HARDWOODS FOR SALE

black, 4/4, 6/4, 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

COM. & BTR., pl. & qtd., 4/4-12/4", 40% & btr. 14 & 16", dry. H. A. HOOVER, South Bend, Ind.

NO. 1 C., FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., pl. black, 4/4"; NO. 2 C. & BTR., qtd., black, 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

HICKORY

NO. 2 C. & BTR., pecan, 8/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 6/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

COM. & BTR., 6/4-8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 6/4, 8/4", 3" & up, 6-16", 9 mos. dry; LOG RUN, 8/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 & BTR., 6/4, 8/4, 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., sweet pecan, 5/4, 6/4, 8/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6/4, 8/4, 10/4", good wdths., lgths., & texture. STANDARD HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MAGNOLIA

NO. 1 & 2 C., 4/4, 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 10/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

COM. & BTR., 8/4" to 10/4", reg. wdths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-10/4", 6" & up, reg. lgths., 3-9 mos. dry, high grade. EAST JORDAN LBR. CO., East Jordan, Mich.

COM. & BTR., 5/8", 8" & up (some below 8"), 6-16", 9 mos. dry; COM. & BTR., 4/4", 3" & wider (mostly 3-6" & COM.), 6-16", 9 mos. dry; FAS, choice, 4/4", 12" & up, 8-16", 9 mos. dry; NO. 2 C., 4/4", 3" & up, 6-16", 9 mos. dry; COM. & BTR., 6/4", 3" & up, 6-16" (mostly 14 & 16"), 9 mos. dry; COM. & BTR., 8/4", 3" & up, 5-12", 9 mos. dry; NO. 1 & 2 C., 8/4", 3" & up, 6-16", 9 mos. dry, kiln dry; COM. & BTR., qtd., 4/4", 3/8" 6-16" (mostly narrow), 9 mos. dry; CURLY, qtd., 8/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 3, 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; NO. 1 C. & BTR., qtd., 4/4, 5/4, 6/4, 8/4"; END PILED, white, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 3 C., 4/4, 6/4, 8/4"; NO. 1 & 2 C., 5/4, 6/4"; NO. 1 C. & BTR., 8/4"; NO. 2 C., 8/4"; NO. 2 C. & BTR., 10/4, 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

SEL. & BTR., 4/4", 6" & up, reg. lgth., 10 mos. dry, 75% FAS; NO. 1 C. & BTR., 45-55% FAS, 5/4, 8/4, 10/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 & BTR., 8/4, 10/4"; NO. 1 & 2 C., 4/4". THUNDER LAKE LBR. CO., Rhinelander, Wis.

STRIPS, sap 1x4; NO. 1 C., 5/4, 10/4, 12/4"; NO. 2 C., 6/4"; NO. 1 & BTR., 12/4". VON PLATEN-FOX CO., Iron Mountain, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., 14" & wider, std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 10/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

LOG RUN, 4/4, 10/4, 12/4, 13/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4, 8/4", 3" & up, 6-16", 9

mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

COM. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

SEL. & BTR., 4/4", 6" & wider, reg. lgth., 10 mos. dry, 70-80% FAS; NO. 1 & 2 C. 4/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 & BTR., 4/4". THUNDER LAKE LBR. CO., Rhinelander, Wis.

OAK—PLAIN RED

NO. 2 C. & BTR., 6/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4", 3" & wider, 6-16", 9 mos. dry; COM. & BTR., step plank, 5/4", 11" & wider, 8-16", 9 mos. dry; COM. & BTR. (mostly good), 8/4, 10/4", 6" & up, 8-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 3 C. & B., 4/4, 5/4, 6/4, 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., 14" & wider, std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4"; NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 3/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 C. & NO. 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 6/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

COM. & BTR., 8/4-10/4", reg. wdths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8-6/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS., Fort Wayne, Ind.

BRIDGE PLANK, 8/4". KELLOGG LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8, 4/4, 6/4"; NO. 1 C., 4/4, 5/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., 14" & wider, std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 5/8-8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 3/8", 5" & wider, 6-12", 9 mos. dry; FAS, 4/4", 6-8%", 8-16", 9 mos. dry; STRIPS, 4/4", 2-5½", 8-16", 9 mos. dry; NO. 1 C., 4/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 8/4"; NO. 2 C., 5/8, 4/4, 5/4 COM. & BTR., strips, 4/4", 1½-2½". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, 5/8, 4/4, 6/4, 8/4"; NO. 1 C., 3/4, 4/4, 5/4, 6/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

NO. 1 C. & BTR., 4/4-8/4", reg. wdths., 14" & wider, std. lgths., yr. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., pl.; SD. WORMY, 4/4, 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., Sd. wormy, 4/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4", good wdths., 40% & Btr., 14-16", yr. and over dry. H. A. HOOVER, South Bend, Ind.

NO. 1 C., 4/4. KING MILL & LUMBER CO., Paducah, Ky.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4". HARRY H. MAUS, So. Bend, Ind.

POPLAR

NO. 2 C. & BTR., 4/4, 8/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

COM. & BTR. Snd., pl., 5/8", 4/4", 4" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. & BTR., qtd., Snd., 4/4"; NO. 3 C. & BTR., pl., 4/4, 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4"; SAPS & SEL., 4/4"; NO. 1 C., 5/4"; NO. 2 C., 6/4"; NO. 2 B. COM., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., 14" & wider, std. lgths., 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, SAP, 5/8", reg. wdths. & lgths., dry; NO. 1 C., 5/8, 4/4"; NO. 2 A. & B. C., 4/4", reg. wdths. & lgths., dry; NO. 1 C., 5/8", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

NO. 2 & 3, 3/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/4", reg. wdths. & lgths. DICKSON & LAMBERT LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

WALNUT

NO. 2 C. & BTR., snd., 3/8-7/8", 3" & up, 6-16", 9 mos. dry, steamed; NO. 2 C. & BTR., snd., 4/4-10/4", 3" & up, 6-16", 9 mos. dry, steamed; FAS, snd., 4/4", 10" & up, 6-16", 9 mos. dry, steamed. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 1/2, 4/4, 5/4, 6/4, 8/4"; SELS., 4/4, 5/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS DIMENSION STOCK

ASH

2½x2½-30". C. B. COLBORN, Memphis, Tenn.

GUM

2x2-30, 2½x2½-30", red; 2x2-30, 2½x2½-30, 2x2-19", sap. C. B. COLBORN, Memphis, Tenn.

OAK

2x2-19, 2x2-30", mixed oak. C. B. COLBORN, Memphis, Tenn.

HARDWOODS FOR SALE

VENEER—FACE

ASH

LOG RUN, brown, 1/20, 1/16, 1/8, 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

LOG RUN, 1/16, 1/8, 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

LOG RUN, 1/20", 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

LOG RUN, 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13' long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig. 6-16' long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SLICED, 1/28; SAWED, 1/8. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

LOG RUN, white, 1/16, 1/8, 6-36, 48-86. UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

NEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

SHEET STOCK, plain white, 1/20 and 1/16, 8/30" wide, 4-10' long. WILLIAMSON VENEER CO., Chicago, Ill.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WALNUT

1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

CROSS BANDING AND BACKING

BIRCH

CROSS BANDING, 1/28, 1/24, 1/20, cut to size. UNDERWOOD VENEER CO., Wausau, Wis.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, 144x28 & 42. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

ALL WOODS, "A" 13/16, 144x28&42. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

PANELS AND TOPS

ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4", G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

THREE PLY, brown, G1S, qtd. 24", 72" & G2S, 1/4, 24", 72". UNDERWOOD VENEER CO., Wausau, Wis.

BIRCH

THREE & FIVE PLY, pl. & curly. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY, 1/4", G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

THREE PLY, G1S, 1/4", 24", 72" & 30", 72"; G2S, 5/16, 24-72, & 5/16, 30-72". UNDERWOOD VENEER CO., Wausau, Wis.

FIR

DRAWER BOTTOMS, BACKING, G1&2S. THREE PLY, 1/4", 3/8" & 3/7"—also three ply door panels. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

GUM

THREE PLY, pl. & fig. 1/4", 3/8". R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 5/16". G1S, stock sizes: THREE PLY, qtd. red, 1/4", G1S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

"A" GRADE, figured, all thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8" G2S, stock sizes; THREE PLY, qtd. white, 1/4", G1S, G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

"A" GRADE, all sizes & thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

YELLOW PINE

THREE PLY, 1/4", G1S, G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

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FOR ANYTHING IN OAK WRITE THE FIRMS ON THIS PAGE

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write

AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(See pages 10-68) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

**OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak**
These are a few of the many species of oak in commercial use

(*See page 9)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquill, Ark.

W. M. Ritter Lumber Company
Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

(*See page 58)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO.
Manufacturer, Nashville, **TENNESSEE**

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 9)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 41)

Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 40)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 10)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

(*See page 68)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 54)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 8)

Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawed Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

(*See page 65)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page 12)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-BOACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

A. B. C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page —)
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Wood-Mosaic Company, Inc.
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Manufacturer

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Manufacturer

SALT LICK LUMBER COMPANY

Salt Lick, Kentucky

Manufacturers
of

Eureka
WHITE AND RED

OAK

Complete stock of
3/8" and 1 3/16"
in all
standard widths

FLOORING

FOR PROMPT SHIPMENT

MAPLE		BIRCH	
1x6" up No. 1 C. & B.	12,000'	1 1/4" No. 2 C. & B.	15,000'
1x10" up No. 1 C. & B.	13,000'	3/4" No. 2 C. & B.	2,000'
6 1/2" up No. 1 C. & B.	15,000'	4 1/2" No. 2 Common	70,000'
8 1/2" up No. 1 C. & B.	50,000'		
1 1/2" No. 3 Common	800,000'	BEECH	
6 1/2" No. 3 Common	200,000'	5 3/8" No. 2 C. & B.	50,000'
BASSWOOD		4 1/2" No. 2 C. & B.	100,000'
1 1/4" FAS	10,000'	4 1/2" No. 2 Common	100,000'
1 1/2" No. 2 C. & B.	200,000'	6 1/2" No. 2 C. & B.	100,000'

SOFT ELM—ALL THICKNESSES

EAST JORDAN LUMBER CO.
EAST JORDAN, MICHIGAN

CHICAGO

The World's Greatest Lumber
and Woodworking Center

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For Quick Sale

BAND SAWN HARDWOODS

at our MEMPHIS & LITTLE ROCK MILLS

5/4" FAS Quartered White Oak.....	20,000'
5/4" No. 1 Common Quartered White Oak.....	75,000'
5/4" FAS Plain White Oak.....	60,000'
5/4" No. 1 Common Plain White Oak.....	90,000'
5/4" No. 1 Common Plain Red Oak.....	20,000'
5/4" FAS Quartered Red Gum.....	25,000'
6/4" FAS Quartered Red Gum.....	40,000'
8/4" FAS Quartered Red Gum.....	70,000'
4/4" No. 1 Common Quartered Red Gum.....	45,000'
6/4" No. 1 Common Quartered Red Gum.....	85,000'
8/4" No. 1 Common Quartered Red Gum.....	100,000'
4/4" FAS Quartered Sap Gum.....	85,000'
6/4" FAS Quartered Sap Gum.....	100,000'
8/4" FAS Quartered Sap Gum.....	150,000'
6/4" No. 1 Common Quartered Sap Gum.....	40,000'
8/4" No. 1 Common Quartered Sap Gum.....	65,000'
4/4" FAS Quartered Figured Red Gum.....	20,000'
1/4" No. 1 Common Qtd. Figured Red Gum.....	20,000'



E. L. BRUCE CO.
MEMPHIS TENNESSEE

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN
Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
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Von Platen-Fox Co.

Manufacturers of

Fine Northern Basswood
Birch, Elm and Maple Lumber

FOR SALE—HARD MAPLE

1x4" Sap Strips.....	32,000'	10/4" No. 1 Common.....	50,000'
5/4" No. 1 Common.....	100,000'	12/4" No. 1 & Better.....	100,000'
6/4" No. 2 Common.....	100,000'	12/4" No. 1 Common.....	25,000'

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IRON MOUNTAIN, MICHIGAN

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Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

4/4 FAS 150,000'

Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.

4/4 No. 1 Com. & Selects..... 150,000'

Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

6/4 No. 1 Com. & Bet..... 75,000'

5/4 No. 1 Com. & Bet..... 40,000'

Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

4/4 Log Run One Car

SOUTHERN SOFT MAPLE

5/4 Log Run 100,000'
(Worm holes no defect)

10/4 Log Run 100,000'
(Worm holes no defect)

PLAIN RED OAK

5/4 Common & Select..... 60,000'

PLAIN SAP GUM

5/8 FAS 150,000'

PLAIN SYCAMORE

5/8 No. 2 Com. & Bet..... 100,000'

6/4 No. 1 Com. & Bet..... 100,000'

Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

5/4 No. 1 Com. & Bet..... 150,000'

Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

8/4 No. 2 Com. & Bet..... 200,000'

6/4 No. 2 Com. & Bet..... 100,000'

10/4 No. 2 Com. & Bet..... 20,000'

12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move

4/4 No. 1 Common 200,000'

5/4 FAS 40,000'

6/4 No. 1 Com. & Bet..... 100,000'

8/4 No. 1 Com. & Bet..... 50,000'

All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



Michigan Hardwoods

Dry Stock March, 1922

BASSWOOD

1x6 FAS.....	80M
1x6½ to 11½ FAS.....	150M
1x11¾ & up FAS.....	38M
1x4 Clear.....	11M
1x5½ & up Selects.....	100M
1x7 & up No. 1 Common.....	80M
4/4 No. 2 Common.....	42M
4/4 No. 3 Common.....	13M

GRAY ELM

4/4 FAS.....	16M
1x10 & up FAS.....	40M
6/4 No. 1 Common & Better...	79M
10/4 No. 1 Common & Better...	21M

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**

L'ANSE, MICHIGAN

**Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple**

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum, Plain Red Oak, Plain White Oak, Quartered Red Oak, Quartered White Oak and other lumber is *Superior*. Conditions are ideal for perfect growth.

**MILLER
LUMBER
CO.**

MARIANNA, ARKANSAS

Two Band Mills
100,000 Feet Daily Capacity



Hardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, MAY 10, 1922

Subscription \$2
Vol. LIII, No. 2

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of a car of SOUTHERN HARDWOODS
or PANTHERBURN CYPRESS give
our closest representative a chance to figure
with you—or wire us direct.

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E. L. FLAKE
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HARDWOOD LUMBER AND SLACK COOPERAGE

SUCCESSORS TO

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FOUR BAND MILLS
ANNUAL CAPACITY 60,000,000 FT

CHICAGO OFFICE
1039 MARQUETTE BUILDING
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NEW ORLEANS OFFICE
629-630 HIBERNIA BANK BLDG

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INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

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of
Southern Hardwoods

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Gateway for the Best Forest Products of
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1x4" 4 to 16' Clear.....	50 M
1x5" 4 to 16' Clear.....	60 M
1x6" & Wdr. 8 to 16' FAS.....	175 M
1x11" & Wdr. 8 to 16' Box Boards.....	100 M
1x4" & Wdr. 4 to 16' No. 1 Common.....	300 M
1x4" & Wdr. 4 to 16' No. 2 Common.....	225 M
5 4x6" & Wdr. 8 to 16' FAS.....	175 M
5 4x4" & Wdr. 4 to 16' Select White Piano Key Stock.....	150 M
5 4x4" & Wdr. 4 to 16' No. 1 Common.....	400 M
5 4x4" & Wdr. 4 to 16' No. 2 Common.....	75 M
6 4x6" & Wdr. 8 to 16' FAS.....	90 M
6 4x4" & Wdr. 4 to 16' No. 1 Common.....	225 M
6 4x4" & Wdr. 4 to 16' No. 2 Common.....	175 M
8 4x6" & Wdr. 8 to 16' FAS.....	90 M
8 4x4" & Wdr. 4 to 16' No. 1.....	175 M
8 4x4" & Wdr. 4 to 16' No. 2.....	115 M
10 4" & Wdr. 4 to 16' No. 2 & Better.....	85 M
12 4" & Wdr. 4 to 16' No. 2 & Better.....	65 M
14 4" & Wdr. 4 to 16' No. 2 & Better.....	45 M
16 4" & Wdr. 4 to 16' No. 2 & Better.....	20 M

We specialize in thin Basswood for trunk and other purposes, supplying
stock S1 or 2S to 1/8, 3/16, 1/4, 5/16, 3/8, 7/16, 1/2, etc.

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Buy and sell Hardwoods in Buffalo
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FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

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Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

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ESTABLISHED 1881

965 ELK STREET

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A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Pine & Qtd. Oak, Poplar & Walnut

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EVERYTHING IN HARDWOODS

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Buffalo Service Satisfies

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HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

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We Specialize in WHITE ASH, OAK and MAPLE

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HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

SOUTH BEND'S exceptional rail, mail and wire facilities constitute a real service to buyers. South Bend hardwood firms are sound, conservative and dependable. In addition to the **wholesale business**, The E & W Lumber Company operates a mill at Eau Claire, Michigan, manufacturing especially red oak, ash and elm of a very fine quality. This company also makes a specialty of furniture and chair dimension stock and can furnish red and sap gum squares, steamed and smoke dried. Buy from South Bend firms and get the best in service and quality.

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The Soft Delta Kind. All thickness and grades.
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HARDWOODS

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CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana

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HARDWOODS AND YELLOW PINE

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Northern and Southern Hardwoods

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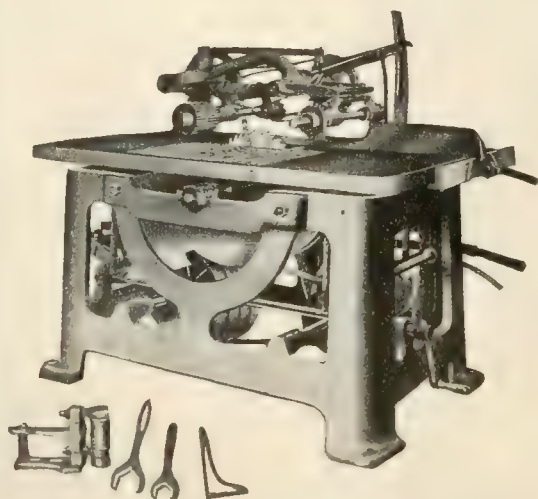
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The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Hoosier Self-Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

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Anywhere that good furniture
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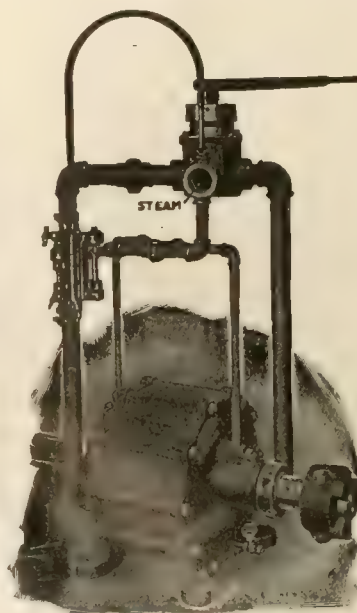
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without degrade.

*The kiln built up to a standard
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On the SAWYER

depends the get-
ting out of lum-
ber at least cost.

Give him a

SOULE STEAM-FEED

and he will cut
more lumber
with the same
payroll.

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WRITE FOR IT

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MERIDIAN, MISS.

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

WHITE ASH

WHITE		Memp'ic		New Orleans	
4 4'	Select & Better, 6 to 9", 8 to 10"	15,000'	35,000'		
4 4'	Select & Better, 6 to 9", 8 to 16"	24,500'	100,000'		
4 4'	Select & Better, 6 to 7", 8 to 16"		12,500'		
5 4'	Select & Better, 6 to 9", 8 to 16"	12,200'	36,900'		
5 4'	Select & Better, 6 to 9", 8 to 16"	10,000'	13,500'		
6 4'	Select & Better, 6 to 9", 8 to 16"	10,500'	77,400'		
4 4'	Select & Better, 6 to 9", 8 to 16"	33,500'	144,500'		
10 4'	Select & Better, 6" and up, 8 to 16"	25,000'	32,000'		
12 4'	Select & Better, 6" and up, 8 to 16"	25,000'	46,400'		
12 4'	Select & Better, 6" and up, 8 to 16"	15,000'			
16 4'	Select & Better, 6" and up, 8 to 16"	12,000'	7,850'		
20 4'	Select & Better, 6" and up, 8 to 16"	5,000'			
4 4'	Strips, 21" - 51", 8 to 16"	3,000'	10,000'		
5 4'	Strips, 21" - 51", 8 to 16"	1,000'			
8 4'	Strips, 21 1/2" - 51 1/2", 8 to 16"	4,500'	9,000'		
4 4'	Select & Better, 10 to 12", 8 to 16"	12,500'	10,900'		
5 4'	Select & Better, 10 to 12", 8 to 16"		3,000'		
8 4'	Select & Better, 10 to 12", 8 to 16"	2,500'	7,500'		
8 4'	Select & Better, 10 to 12", 8 to 16"	2,500'	31,500'		

ATTRACTIVE PRICES QUOTED UPON REQUEST

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

QUARTERED WHITE OAK		10/4" Log Run	85.000'
4/4"	FAS		28.000'
4/4"	No. 1 Common		46.000'
4/4"	No. 2 Common		45.000'
5/4"	FAS		14.000'
5/4"	No. 1 Common		20.000'
6/4"	FAS		11.000'
6/4"	No. 1 Common		16.000'
8/4"	FAS		4.000'
8/4"	No. 1 Common		24.000'
QUARTERED RED OAK			
4/4"	FAS		16.000'
4/4"	No. 1 Common		38.000'
PLAIN RED OAK			
3/4"	FAS		35.000'
4/4"	Com. & Btr.		48.000'
4/4"	Sound & Wmry		65.000'
4/4"	Com. & Btr.		41.000'
8/4"	No. 1 Common		11.000'
SYCAMORE			
4/3"	Log Run		35.000'
6/4"	Log Run		20.000'
ELM			
12/4"	Log Run		108.000'
10/4"	Log Run		81.000'
5/4"	Log Run		50.000'
4/4"	Log Run		24.000'
MAPLE			
10/4"	Log Run		65.000'
8/4"	Log Run		30.000'
4/4"	Log Run		20.000'
ASH			
16/4"	Com. & Btr.		30.000'
12/4"	Com. & Btr.		22.000'
10/1"	Com. & Btr.		80.000'
8/4"	Com. & Btr.		73.000'
8/4"	No. 2 Common		14.000'
6/4"	Com. & Btr.		25.000'
6/4"	No. 2 Common		15.000'
5/4"	No. 1 Common & Com.		30.000'
4/4"	No. 1 Common		38.000'
4/4"	No. 2 Common		45.000'
4/4"	No. 3 Common		17.000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.
Band Mill—BUDE, MISS.

General Sales Offices
1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

COTTON WOOD		QUARTERED SAP GUM	
4 1/4"	BB., 8-12", 8 mo. 2 cars	8 1/4"	Com. & Btr., 6 mo. 4 cars
4 1/4"	BB., 13-17", 8 mo. 2 cars		
4 1/4"	FAS., 6-12", 8 mo. 3 cars	TUPELO	
4 1/4"	No. 1 Com., 8 mo. 4 cars	4 1/4"	FAS., 12 mo. 3 cars
4 1/4"	FAS., 8 mo. 4 cars	4 1/4"	No. 1 Com., 12 mo. 5 cars
5 1/4"	No. 1 Com., 8 mo. 5 cars		
PLAIN RED GUM		PLAIN RED OAK	
4 1/4"	No. 1 Com., 6 mo. 1 car	5 1/4"	No. 1 Com., 12 mo. 4 cars
5 1/4"	No. 1 Com., 6 mo. 2 cars		
QUARTERED RED GUM		SYCAMORE	
6 1/4"	No. 1 Com., 6 mo. 1 car	10 1/4"	Com. & Btr., 12 mo. 2 cars
8 1/4"	Com. & Btr., 6 mo. 3 cars		
PLAIN SAP GUM		MAPLE	
4 1/4"	FAS., 10 mo. 3 cars	8 1/4"	Log Run, 12 mo. 1 car
4 1/4"	No. 1 Com., 10 mo. 8 cars	8 1/4"	Log Run, 12 mo. 1 car
4 1/4"	No. 1 Com., 10 mo. 1 car		
4 1/4"	FAS., 12 mo. 3 cars	CYPRESS	
6 1/4"	FAS., 12 mo. 1 car	4 1/4"	FAS., 8 mo. 1 car
6 1/4"	No. 1 Com., 12 mo. 5 cars	8 1/4"	Select, 8 mo. 1 car
		8 1/4"	No. 1 Shop, 8 mo. 1 car
		4 1/4"	No. 1 Shop, 8 mo. 2 cars
		4 1/4"	No. 1 Com., 8 mo. 3 cars

Johnson Bros. Hdw. Co.

QUARTERED WHITE OAK

2 7/8"	No. 1 Common.....	30.000'
4 1/3"	FAS.....	30.000'
4 1/4"	No. 1 Common.....	100.000'
4 1/4"	No. 2 Common.....	50.000'
6 1/4"	FAS.....	10.000'
8 1/4"	No. 1 Common.....	30.000'
6 1/4"	No. 1 Common.....	10.000'

PLAIN WHITE OAK

3/8"	FAS	60,000'
3/8"	No. 1 Common	30,000'
4/4"	FAS	15,000'
4 1"	Sound Wormy	50,000'
4 1'	No 3	100,000'

PLAIN RED OAK

1 1/4" FAS	1	17,000'
4/4" No	1	20,000'
4/1" No	2	30,000'
3/4" No	3	50,000'

PLAIN SAP GUM

5/8" Com. & Btr....	40,000'
3/4" Com. & Btr.....	40,000'
1 1/4" FAS	60,000'
1 1/4" Box Boards	100,000'
6/4" No. 1 Common	50,000'
6/4" No. 2 Common	100,000'

QUARTERED SAP GUM

4/4" Com. & Btr.....	18,000'
5/4" Com. & Btr.....	18,000'
8/4" Com. & Btr.....	60,000'

QUARTERED RED GUM

QUARTERED RED GUM

4/4" Com. & Btr.....	18,000 ¹
5/4" Com. & Btr.....	75,000 ¹
6/4" Com. & Btr.....	60,000 ¹
8/4" Com. & Btr.....	90,000 ¹

CYPRESS

4/4-8/4" Sel. & Btr...100,000
ASH
1/4-16/4" Com. & Btr 200,000

Brown & Hackney, Inc.

ASH		4" No 1 Common	
1 1/2" Leg. Red	95 000"	1 1/2" No 1 Common	12 000"
1 1/2" Leg. Red	71 000"		
1 1/2" Leg. Red	132 000"		
1 1/2" Leg. Red	79 000"		
1 1/2" No 2 Common	118 000"		
PLAIN WHITE OAK			
1 1/2" FAS	12 000"	1 1/2" FAS	21 000"
1 1/2" FAS	11 000"	1 1/2" FAS	15 000"
1 1/2" FAS	20 000"	1 1/2" No 1 Common	22 000"
1 1/2" No 1 Common	21 000"	1 1/2" No 1 Common	136 000"
1 1/2" No 1 Common	57 000"	PLAIN RED OAK	
1 1/2" No 1 Common	175 000"	1 1/2" FAS	18 600"
1 1/2" No 1 Common	35 0 000"	1 1/2" FAS	22 000"
1 1/2" No 1 Common	18 000"	1 1/2" FAS	12 000"
1 1/2" No 1 Common	29 000"	1 1/2" No 1 Common	136 000"
		1 1/2" No 1 Common	50 000"
		1 1/2" No 1 Common	22 000"
		1 1/2" No 2 Common	116 000"
		1 1/2" No 2 Common	17 000"
QUARTERED RED OAK			
1 1/2" FAS	50 000"		

Stimson Veneer & Lbr. Co.
INCORPORATED

Regular Widths and Lengths, Dry

COTTONWOOD		8 1/4" No. 1 Com., 6 mo. . 1 car
4 1/4" Com. & Btr., 6 mo. . 1 car		6 1/4" Com. & Btr., 4 mo. 1 car
RED GUM		SOFT MAPLE
5/8" Com. & Btr., 6 mo. . 1 car		6 1/4" Log Run, 6 mo. 1 car
4 1/4" 1s & 2s, 6 mo. 1 car		
4 1/4" No. 1 Com., 6 mo. . 5 cars		RED OAK
		4 1/4" 1s & 2s, 6 mo. 4 cars
		4 1/4" No. 1 Com., 6 mo. . 5 cars
		3/4" Com. & Btr., 4 mo. . 1 car
SAP GUM		
5/8" 1s & 2s, 4 mo. 4 cars		WHITE OAK
5/8" No. 1 Com., 4 mo. . 2 cars		4 1/4" 1s & 2s, 6 mo. 2 cars
4 1/4" 1s & 2s, 4 mo. 1 car		4 1/4" No. 1 Com., 6 mo. . 5 cars
4 1/4" No. 1 Com., 4 mo. . 2 cars		
QTD. RED GUM		QTD. WHITE OAK
3/4" 1s & 2s, 6 mo. 1 car		4 1/4" Com. & Btr., 6 mo. . 1 car

J. H. Bonner & Sons

PLAIN RED OAK		COTTONWOOD	
8 3/4" FAS	4,000'	4 1/4" 6" & Wider	18,000'
10 1/4" FAS	12,403'		
4 1/4" No. 1 Common	10,200'	QUARTERED RED GUM	
5 1/4" No. 1 Common	6,000'	6 1/4" No. 1 Common	18,000'
6 1/4" No. 1 Common	15,100'		
8 1/4" No. 1 Common	16,700'	QUARTERED SAP GUM	
10 1/4" No. 1 Common	29,200'	8 1/4" FAS	11,000'
4 1/4" Sound Wormy	11,000'	8 1/4" No. 1 Common	18,000'
8 1/4" Sound Wormy	32,700'		
5 1/4" No. 2 Common	13,500'	QUARTERED WHITE OAK	
3 1/4" No. 2 Common	20,200'	4 1/4" FAS	10,100'
4 1/4" No. 2 Common	15,000'	5 1/4" FAS	2,500'
10 1/4" No. 2 Common	6,000'	6 1/4" FAS	4,500'
		4 1/4" No. 1 Common	5,000'
		5 1/4" No. 2 Common	29,000'
		5 1/4" No. 2 Common	5,500'
		6 1/4" No. 2 Common	8,000'
PLAIN SAP GUM			
5 1/4" FAS	9,000'	FOPLAR	
4 1/4" No. 1 Common	63,000'	4 1/4" No. 1 Common	60,000'
5 1/4" No. 1 Common	28,000'	8 1/4" No. 1 Common	15,500'
		4 1/4" No. 2 Common	35,000'
ASH			
4 1/4-12 1/4" No. 2 C. & B.	2 cars		

Goodlander-Robertson Lumber Co.

HARDWOODS

MEMPHIS

PLAIN WHITE OAK	
1 1/2" FAS	250,000'
5/8" FAS	221,000'
3/4" FAS	110,000'
4/1" FAS	116,000'
1 1/2" No. 1 Common	94,000'
1 1/2" No. 2 Common	72,000'
1 1/2" No. 2 Common	75,000'
MIXED OAK	
1 1/2" No. 1 Common	100,000'
1 1/2" No. 1 Common	284,000'
PLAIN RED OAK	
1 1/2" FAS	88,000'
1 1/2" FAS	71,000'
1 1/2" No. 1 Common	56,000'
1 1/2" No. 1 Common	78,000'
1 1/2" No. 2 Common	189,000'
1 1/2" No. 2 Common	67,000'
QUARTERED WHITE OAK	
1 1/2" FAS	60,000'

Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

QUARTER SAWN SYCAMORE	
5/8" No. 2 Com. & Btr.	60,000'
4/4" No. 1 Com. & Btr.	27,000'
5/4" No. 1 Com. & Btr.	75,000'
6/4" No. 1 Com. & Btr.	100,000'

PLAIN SAWN SYCAMORE	
5/8" No. 1 Com. & Btr.	100,000'
4/4" No. 1 Com. & Btr.	60,000'
5/4" No. 2 Com. & Btr.	200,000'
6/4" No. 1 Com. & Btr.	150,000'
10/4" No. 2 Com. & Btr.	75,000'

LOCUST	
4/4" Log Run	20,000'

HACKBERRY	
5/4" Log Run	100,000'

HICKORY	
6/4" Log Run	28,000'
8/4" Log Run	150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED
HARDWOODSWe have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

PLAIN RED OAK	
8/4" No. 1 Common	1,500'
4/4" FAS	2,700'
4/4" No. 1 Common	12,000'
PLAIN WHITE OAK	
8/4" FAS	300'
4/4" FAS	1,000'
4/4" No. 1 Com. & Btr.	3,000'
10" & wider, 8"	3,000'
PLAIN WHITE AND RED OAK	
4/4" No. 2 Common	6,000'
8/4" Sound Wormy	5,000'
SAP GUM	
4/4" Box Boards, 13-17"	1,300'
4/4" No. 1 Common	700'
5/4" No. 2 Common	15,000'
6/4" No. 1 Common	3,000'
6/4" No. 2 Common	8,000'
BLACK GUM	
6/4" FAS	1,000'
6/4" No. 1 Common	3,000'
6/4" No. 2 Common	4,000'

C. B. COLBORN

PLAIN WHITE OAK	
1 1/2" FAS	121,000'
1 1/2" No. 1 Common	19,000'
4/4" No. 2 Common	110,000'
1 1/2" No. 1 Common	142,000'
PLAIN RED OAK	
4/4" No. 1 Common	156,000'
MIXED OAK	
1 1/2" No. 1 Common	241,000'
QUARTERED RED GUM	
8/4" FAS	88,000'
1 1/2" No. 1 Common	41,000'
6/4" No. 1 Common	10,000'
8/4" No. 1 Common	33,000'
8/4" No. 1 Common	74,000'
PLAIN RED GUM	
5/8" FAS	27,000'
4/4" FAS	44,000'
7/8" No. 1 Common	10,000'
1 1/2" No. 1 Common	51,000'

Kellogg Lumber Co.

QUARTERED RED OAK	
4/4" 1s & 2s	2 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	4 cars
4/4" 1s & 2s, 10" & up	1 car
5/4" 1s & 2s	2 cars
5/4" No. 1 Common	2 cars
5/4" No. 2 Common	1/2 car
6/4" No. 2 Common	1 car
8/4" No. 1 Common	1/2 car
4/4" Strips, 2-5 1/2"	3 cars
QUARTERED WHITE OAK	
5/4" No. 1 Common	1 car
5/4" No. 2 Common	1 car
6/4" No. 1 Common	1/3 car
6/4" No. 2 Common	1/3 car
7/4" No. 1 Common	1/2 car
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	5 cars

PLAIN SAP GUM	
4/4" FAS, 9-12" BB	118,000'
1 1/2" FAS, 15" BB	33,000'
5/8" No. 1 Common	102,000'
3/1" No. 1 Common	153,000'
5/4" No. 1 Common	31,000'
4/4" No. 2 Common	244,000'
5/4" No. 2 Common	220,000'
6/4" No. 2 Common	29,000'
QUARTERED SAP GUM	
5/4" FAS	119,000'
6/4" FAS	92,000'
6/4" No. 1 Common	29,000'
ASH	
4/4" Log Run	118,000'
ELM	
6/4" Log Run	101,000'
CYPRESS	
4/4" Log Run	156,000'
1 1/2" FAS	51,000'

PLAIN SAP GUM	
4/4" 1s & 2s	3 cars
4/4" 1s & 2s, 13" & up	2 cars
5/4" 1s & 2s, 13" & up	2 cars
5/4" 1s & 2s, 18" & up	1 car
4/4" No. 1 Common	5 cars
5/4" No. 1 Common	2 cars
4/4" No. 2 Common	5 cars
QUARTERED RED GUM	
8/4" 1s & 2s	1 car
8/4" No. 1 Common	2 cars
6/4" No. 1 Common	2 cars
5/4" No. 1 Common	2 cars
4/4" No. 1 Common	2 cars
4/4" 1s & 2s	1 car
PL. RED GUM, FIG'D WOOD	
4/4" 1s & 2s	1 car
QTD. RED GUM, FIG'D WOOD	
8/4" 1s & 2s	1 car

The Frank A. Conkling Co.

QUARTERED WHITE OAK	
5/8" FAS 10-20" 10" & up	10,200'
5/8" No. 1 Com. & Sel.	20,750'
1 1/2" FAS 10" & up	8,050'
1 1/2" FAS 6" to 9"	26,850'
4/4" No. 1 Com. & Sel.	96,180'
4/4" No. 2 Com.	12,360'
5/4" FAS 8" 10" & up	20,375'
5/4" No. 1 Com. & Sel.	16,387'
Frames 3 1/2-6", 50" 10"	11,000'
PLAIN OAK	
1 1/2" FAS White	21,800'
4/4" No. 1 Com. & Sel.	16,000'
1 1/2" FAS Red	32,680'
1 1/2" No. 1 Com. & Sel.	97,500'
1 1/2" No. 2 Com. Red.	37,600'

QUARTERED RED GUM	
4/4" No. 1 Com. & Sel.	46,980'
5/4" Com. & Btr.	33,099'
8/4" Com. & Btr.	41,560'
4/4" Com. & Btr. Fig'd	11,220'
5/4" Com. & Btr. Snd.	18,537'
8/4" Com. & Btr. Snd.	64,160'
PLAIN SAP GUM	
5/8" FAS	25,000'
3/4" FAS	53,240'
3/4" No. 1 Com.	25,820'
2/4" FAS	20,740'
4/4" No. 1 Com. & Sel.	15,660'
5/4" FAS	37,075'
4/4" No. 2 Com.	41,090'
8/4" FAS	10,640'
PLAIN RED GUM	
4/4" FAS	31,330'
4/4" No. 1 Com. & Sel.	35,920'
7/4" Com. & Btr.	33,871'

Mississippi Valley Hdwd. Co.

SALES OFFICE: Memphis, Tenn. BAND MILL: Clarksdale, Miss.
Mississippi Delta Gum—The Best That Grows

COTTONWOOD	
4/4" Box Boards, 9-12"	100,000'
4/4" Box Boards, 13-17"	100,000'
4/4" FAS, 6-17"	200,000'
4/4" No. 1 Common	100,000'
SOFT MAPLE	
10/4" Log Run	150,000'
4/4" No. 2 Common	50,000'
CYPRESS	
4/4" No. 1 Shop	100,000'
4/4" No. 1 Common	200,000'
4/4" No. 1 Com., 6", 8", 10"	200,000'
4/4" No. 2 Common	200,000'
5/4" No. 1 Common	100,000'
6/4" No. 1 Common	75,000'

PLAIN SAP GUM	
5/4" No. 1 Common	100,000'
8/4" FAS	100,000'
8/4" No. 1 Common	75,000'
ASH	
5/4" No. 2 & No. 3	200,000'
SYCAMORE	
4/4" No. 2 & No. 3	250,000'
QUARTERED SAP GUM	
4/4" No. 2 Common	50,000'
6/4" Com. & Btr.	50,000'

Chapman & Dewey Lbr. Co.

HARDWOODS

MEMPHIS

The Mossman Lumber Co.

INCORPORATED

Manufacturers and Dealers in All Kinds
BAND SAWN
HARDWOOD LUMBER AND
DIMENSION STOCK

QUARTERED WHITE OAK	45,000'	6 1/4" 1s & 2s	45,000'
4 1/4" No 1 Common	15,000'	6 1/4" No 1 Common	75,000'
5 1/4" No 2 Common	30,000'	8 1/4" 1s & 2s	70,000'
6 1/4" No 3 Common	15,000'	8 1/4" No 1 Common	30,000'
PLAIN OAK		PLAIN RED GUM	
4 1/4" 1s & 2s (White)	15,000'	4 1/4" 1s & 2s	4,000'
4 1/4" No 1 C. (White)	150,000'	4 1/4" No 1 Common	15,000'
4 1/4" No 2 C. (White)	30,000'	6 1/4" 1s & 2s	3,000'
4 1/4" No 1 C. & B. (Red)	16,000'	6 1/4" No 1 Common	50,000'
4 1/4" No 1 C. (Red)	60,000'	QTD RED GUM S N D	
4 1/4" No 2 C. (Red)	30,000'	6 1/4" 1s & 2s	16,000'
		8 1/4" 1s & 2s	45,000'
QUARTERED RED GUM		PLAIN SYP GUM	
5 1/4" 1s & 2s	11,000'	5 1/8" No 1 Com. & Btr	20,000'
5 1/4" No 1 Common	15,000'	4 1/2" 1s & 2s 1 1/2" & up	10,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

QUARTERED WHITE OAK	10,000'	QUARTERED RED GUM	12,000'
4 1/4" 1s & 2s	10,000'	1 1/4" 1s & 2s	12,000'
4 1/4" No 1 Common	25,000'	4 1/4" No 1 Common	50,000'
PLAIN WHITE OAK		6 1/4" No 1 Com. & Btr.	15,000'
4 1/4" 1s & 2s	25,000'	8 1/4" No 1 Com. & Btr.	25,000'
4 1/4" No 1 & No 2 C.	25,000'	QUARTERED SYP GUM	
PLAIN RED OAK		4 1/4" No 1 Com. & Btr.	25,000'
4 1/4" 1s & 2s	50,000'	6 1/4" No 1 Com. & Btr.	75,000'
4 1/4" No 1 & No 2 Com.	50,000'	8 1/4" No 1 Com. & Btr.	50,000'
PLAIN RED GUM		TUPELO	
3 1/4" No 1 Com. & Btr.	15,000'	1 1/4" 1s & 2s	40,000'
4 1/4" 1s & 2s	15,000'	1 1/4" No 1 Common	40,000'
4 1/4" No 1 Common	25,000'	SOFT ELM	
5 1/4" No 1 Com. & Btr.	15,000'	6 1/4" Log Run	50,000'
PLAIN SYP GUM		8 1/4" No 1 Common	15,000'
4 1/4" 1s & 2s	25,000'	SOFT MAPLE	
1 1/4" No 1 Common	125,000'	1 1/4" Log Run	25,000'
4 1/4" No 2 Common	50,000'	6 1/4" Log Run	25,000'
5 1/4" Log Run	200,000'	12 1/4" Log Run	60,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

WHITE ASH	5,000'	5 1/4" No 2 Common	10,000'
1x10" & up 1s & 2s	5,000'	6 1/4" No 2 Common	10,000'
5 1/4" 10" & up 1s & 2s	5,000'	8 1/4" No 2 Common	73,000'
6 1/4" 10" & up 1s & 2s	5,000'	10 1/4" No 2 Common	14,000'
8 1/4" 10" & up 1s & 2s	20,000'	12 1/4" No 2 Common	10,000'
10 1/4" 10" & up 1s & 2s	7,000'	16 1/4" No 2 Common	6,000'
4 1/4" 10" & up 1s & 2s	85,000'	1 1/4" No 1 Com. & Btr.	10,000'
5 1/4" 10" & up 1s & 2s	28,000'	Sound Wormy	10,000'
6 1/4" 10" & up 1s & 2s	35,000'	5 1/2" No 1 Com. & Btr.	8,500'
8 1/4" 10" & up 1s & 2s	60,000'	Sound Wormy	1,600'
10 1/4" 10" & up 1s & 2s	10,000'	8 1/2" No 1 Com. & Btr.	2,500'
12 1/4" Com. & Btr.	115,000'	12 1/4" No 1 Com. & Btr.	2,500'
14 1/4" Com. & Btr.	25,000'	Sound Wormy	2,500'
16 1/4" Com. & Btr.	5,000'	Will Make Special Price on	
4 1/4" No 1 Common	189,000'	Following	
5 1/4" No 1 Common	72,000'	WHITE ASH	
6 1/4" No 1 Common	72,000'	1 1/4" 1s & 2s, all 8-10"	30,000'
8 1/4" No 1 Common	260,000'		
10 1/4" No 2 Common	25,000'		

Thompson-Katz Lbr. Co.

ASH		8 1/4" FAS. SND	3 cars
(40-50% 14-16")		8 1/4" No 1 C. & S. SND	2 cars
5 1/4" Log Run	1 car	10 1/4" No 1 C. & S. SND	1 car
(20% FAS. 50% No 1 C&S,		8 1/4" No 1 C. & B. SND	5 cars
30" No 2 Com.)		Not over 5% under 6" wide	
8 1/4" Log Run	2 cars	PLAIN SYP GUM	
(35% FAS. 50% No 1 C&S,		(50% or More 14-16")	
15% No 2 Com.)		5 1/8" FAS	1 car
COTTONWOOD		3 1/4" FAS	1 car
(40-50% 14-16")		QUARTERED WHITE OAK	
4 1/4" FAS. Wire, inc BB 1 car		(50% or More 14-16")	
QUARTERED RED GUM		4 1/4" No 1 C. & S.	1 car
(50% or More 14-16")		5 1/4" FAS	1 car
4 1/4" No 1 Com. & Btr. 1 car		5 1/4" No 1 C. & S.	1 car
1,000' FAS		6 1/4" No 1 C. & S.	1 car
5,000' No 1 Com. & Sel.		PLAIN WHITE OAK	
BLACK GUM		(50% or More 14-16")	
(50% or More 14-16")		8 1/4" No 1 C. & S.	1 car
5 1/4" No 1 Com. & Btr. 1 car		PLAIN RED OAK	
About 50% Each Grade		(50% or More 14-16")	
QUARTERED RED GUM		5 1/4" No 1 C. & S.	2 cars
(50% or More 14-16")		4 1/4" No 1 C. & S.	5 cars
8 1/4" No 1 Com. & Btr. 1 car			
10,000' FAS			
7,000' No 1 C. & S.			

Louisiana Red Cypress Co.

ASH		4 1/4" No 1 Common	95,000'
4 1/4" FAS	19,000'	5 1/4" No 1 Common	39,000'
4 1/4" No 1 Common	24,000'	6 1/4" No 1 Common	17,000'
4 1/4" No 2 Common	16,500'	TENNESSEE RED CEDAR	
5 1/4" FAS	53,600'	4 1/4" No 1 Com. & Btr.	90,000'
5 1/4" No 1 Common	57,000'	PLAIN WHITE OAK	
5 1/4" No 2 Common	17,200'	4 1/4" FAS	22,000'
6 1/4" FAS	14,000'	4 1/4" No 1 Common	53,000'
6 1/4" No 1 Common	80,000'	6 1/4" No 1 Common	52,000'
8 1/4" No 1 Com. & Btr.	155,000'	8 1/4" FAS	17,000'
10 1/4" No 1 Com. & Btr.	12,000'	8 1/4" No 1 Common	31,000'
12 1/4" No 1 Com. & Btr.	22,500'	PLAIN RED OAK	
CYPRESS		4 1/4" FAS	21,000'
4 1/4" FAS	78,000'	4 1/4" No 1 Common	15,000'
4 1/4" Select	64,800'	5 1/4" No 1 Common	65,000'
4 1/4" No 1 Shop.	72,400'	6 1/4" No 1 Common	75,000'
5 1/4" FAS	19,000'	8 1/4" FAS	28,000'
5 1/4" Select	27,600'	8 1/4" No 1 Common	37,000'
5 1/4" No 1 Shop.	32,400'	QUARTERED WHITE OAK	
5 1/4" FAS	52,700'	4 1/4" Clear Strips	22,000'
8 1/4" Select	48,400'	4 1/4" No 1 Common	38,000'
POPLAR		5 1/4" No 1 Common	48,000'
4 1/4" FAS	15,000'	6 1/4" FAS	10,000'
4 1/4" FAS. SND	22,000'	6 1/4" No 1 Common	11,000'

Welsh Lumber Company

WHITE ASH		5 1/4" No 1 Com. & Btr.	60,000'
4 1/4" No 1 Common	15,000'	8 1/4" FAS	100,000'
4 1/4" No 2 Common	69,000'	QUARTERED SYP GUM	
5 1/4" FAS	30,000'	4 1/4" No 1 Com. & Btr.	150,000'
5 1/4" No 1 Common	100,000'	5 1/4" No 1 Com. & Btr.	100,000'
5 1/4" No 2 Common	45,000'	6 1/4" No 1 Com. & Btr.	150,000'
6 1/4" No 1 Common	11,000'	PLAIN RED GUM	
8 1/4" No 1 Common	15,000'	4 1/4" No 2 Common	150,000'
COTTONWOOD		5 1/4" No 1 Com. & Btr.	34,000'
4 1/4" FAS	250,000'	6 1/4" No 1 Com. & Btr.	18,000'
5 1/4" No 1 Com. & Btr.	200,000'	8 1/4" No 1 Com. & Btr.	50,000'
YELLOW CYPRESS		QUARTERED RED GUM	
1 1/4" Select	21,000'	1 1/4" No 1 Com. & Btr.	60,000'
4 1/4" No 1 Shop	60,000'	5 1/4" No 1 Com. & Btr.	30,000'
4 1/4" No 1 Common	200,000'	6 1/4" No 1 Com. & Btr.	35,000'
5 1/4" Selects	21,000'	8 1/4" No 1 Com. & Btr.	25,000'
5 1/4" No 1 Shop	30,000'	PLAIN WHITE OAK	
5 1/4" No 1 Common	100,000'	5 1/4" No 1 Com. & Btr.	150,000'
6 1/4" Selects	15,000'	PLAIN RED OAK	
PLAIN SYP GUM		4 1/4" FAS	26,000'
5 1/4" No 1 Com. & Btr.	80,000'	1 1/4" No 1 Common	500,000'
1 1/4" No 1 Com. & Btr.	140,000'	5 1/4" No 1 Common	100,000'

Grismore-Hyman Co.

WHITE ASH

4 1/4" FAS. 10" & 1 1/4"	1 car	12 1/4" No 1 Com. & Btr.	5 cars
5 1/4" FAS. 10" & 1 1/4"	1 car	16 1/4" No 1 Com. & Btr.	2 cars
6 1/4" FAS. 10" & 1 1/4"	1 car	4 1/4" No 1 Common	3 cars
1 1/4" FAS. Regular	2 cars	5 1/4" No 1 Common	3 cars
5 1/4" FAS. Regular	2 cars	6 1/4" No 1 Common	3 cars
6 1/4" FAS. Regular	2 cars	8 1/4" No 1 Common	3 cars
8 1/4" FAS. Regular	2 cars	10 1/4" No 1 Common	1 car
4 1/4" No 1 Com. & Btr.	3 cars	12 1/4" No 1 Common	1 car
5 1/4" No 1 Com. & Btr.	2 cars	4 1/4" No 2 Common	3 cars
6 1/4" No 1 Com. & Btr.	2 cars	5 1/4" No 2 Common	1 car
8 1/4" No 1 Com. & Btr.	1 car	6 1/4" No 2 Common	1 car
10 1/4" No 1 Com. & Btr.	2 cars	8 1/4" No 2 Common	1 car

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

MEMPHIS

QUARTERED WHITE OAK

4 1/4" FAS	75,000'
5 1/4" FAS	30,000'
4 1/4" No 1 Common	107,000'
5 1/4" No 1 Common	16,000'
4 1/4" No 2 Common	12,000'

QUARTERED RED OAK

4 1/4" FAS	20,000'
5 1/4" FAS	5,000'
4 1/4" No 1 Common	53,000'
5 1/4" No 1 Common	10,000'
4 1/4" No 2 Common	8,000'

PLAIN RED OAK

5 1/4" FAS	28,000'
4 1/4" No 1 Common	130,000'
5 1/4" No 1 Common	55,000'

5 1/4" No 1 Common	17,000'
4 1/4" No 2 Common	13,000'

PLAIN WHITE OAK

4 1/4" FAS	77,000'
5 1/4" FAS	38,000'
10 1/4" FAS 8" to 10"	1,500'
16 1/4" FAS	17,000'
4 1/4" No 1 Common	250,000'
5 1/4" No 1 Common	115,000'
8 1/4" No 1 Common	13,000'
10 1/4" No 1 Common	2,000'
12 1/4" No 1 Common	10,000'

PLAIN WHITE AND RED OAK

4 1/4" No 3 Common	6,500'
4 1/4" Sound Wormy	522,000'

QTD. WHITE AND RED OAK

4 1/4" Sound Wormy	25,000'
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Ferguson & Palmer Company

SAP GUM

(60% 14-16")	
5/8" FAS, 12", 3 mo.	200,000'
(40% 14-16")	
5/8" No. 1 C., 8", 3 mo.	200,000'
5/8" No. 2 C., 8", 3 mo.	100,000'
4/4" No. 1 C., 8", 6 mo.	275,000'
5/4" No. 1 C., 8", 6 mo.	83,000'
6/4" No. 1 C., 8", 6 mo.	50,000'
8/4" No. 1 C., 8", 6 mo.	100,000'

QUARTERED RED GUM

(50% 14-16")	
4/4" No. 1 C., 7 1/2", 4 mo.	100,000'
8/4" FAS, 8", 4 mo.	100,000'
8/4" No. 1 C., 8", 4 mo.	200,000'

QUARTERED GUM, SND.

(50% 14-16")	
4/4" FAS, 7 1/2", 4 mo.	50,000'
4/4" No. 1 C., 7 1/2", 4 mo.	29,000'
5 1/4" FAS, 8", 6 mo.	13,000'
5/4" No. 1 C., 8", 6 mo.	20,000'
8/4" FAS, 8", 6 mo.	100,000'
8/4" No. 1 C., 8", 6 mo.	85,000'

PLAIN WHITE OAK

(50% 14-16")	
5/4" FAS, 10", 6 mo.	58,000'
5/4" No. 1 C., 10", 6 mo.	100,000'
(50% 14-16")	
5/4" FAS, 10", 6 mo.	58,000'
5/4" No. 1 C., 10", 6 mo.	130,000'
6/4" FAS, 10", 6 mo.	32,000'

Chicago Lumber & Coal Co.

1817 N. PARKWAY, MEMPHIS

MAIN OFFICE.....St. Louis, Mo.
CHICAGO OFFICE.....Marquette Building
DETROIT OFFICE.....Book Building

ASH	
5/4" No. 1 Com., dry....	1 car
5/4" No. 2 Com., dry....	1 car
QTD. RED GUM, S. N. D.	
4/4" FAS, 3 mo. dry....	2 cars
4/4" No. 1 C., 3 mo. dry.	3 cars
8/4" FAS, 6 mo. dry....	4 cars
8/4" No. 1 C., 6 mo. dry.	4 cars
10/4" FAS, 6 mo. dry....	2 cars
10/4" No. 1 C., 6 mo. dry.	2 cars
PLAIN SAP GUM	
6/8" FAS, dry.....	6,000'
5/8" No. 1 C. dry.....	20,000'
QUARTERED RED GUM	
4/4" FAS, 3 mo. dry....	1 car
4/4" No. 1 C., 3 mo. dry.	3 cars
QTD. FIG GUM	
4/4" FAS, 2 mos. dry....	4,000'
4/4" No. 1 C., 2 mo. dry.	5,000'
QUARTERED RED GUM	
8/4" FAS, dry.....	4,000'
6/4" No. 1 Com., dry....	7,000'
8/4" FAS, 3 mo. dry....	1 car
8/4" No. 1 C., 3 mo. dry.	3 cars
4/4" FAS, 2 mos. dry....	9,000'
4/4" No. 2 Com., dry....	100,000'
4/4" No. 2 Com., dry....	50,000'
5/4" FAS, dry.....	18,000'
5/4" No. 1 Com., dry....	60,000'
5/4" No. 2 Com., dry....	30,000'
PLAIN WHITE OAK	
4/4" FAS, dry.....	7,000'
5/4" No. 1 Com., dry....	20,000'
5/4" No. 2 Com., dry....	15,000'
QUARTERED RED OAK	
5/4" No. 1 Com., dry....	20,000'
5/4" No. 2 Com., dry....	5,000'
PLAIN RED OAK	
3/4" FAS, dry.....	4,000'
3/4" No. 1 Com., dry....	40,000'
3/4" No. 2 Com., dry....	20,000'
4/4" FAS, dry.....	15,000'
5/4" No. 1 Com., dry....	20,000'

RUSH LUMBER CO.

THOMPSON & DE FENELON

Quality
Hardwood Lumber

Mixed Cars Our Specialty
Kiln Dried or Air Dried

ALSO SURFACE AND RESAW

Office and Yard
Memphis, Tenn.

Mills
Louisiana and Arkansas

PLAIN SAP GUM

5 1/8" FAS	75,000'
5/8" FAS, 12" & up....	14,000'
5/8" No. 1 Com. & Btr.	25,000'
5/8" No. 1 Common	75,000'
3/4" No. 1 Com. & Btr.	100,000'
3/4" No. 2 Common	20,000'
4/4" Box Boards, 13-17"	5,000'
4 1/4" FAS 1-15"	50,000'
4/4" FAS, 6-12"	50,000'
4/4" No. 1 Common	60,000'
4/4" No. 2 Common	75,600'
5/4" FAS, 15" & up....	14,000'
5/4" No. 1 Common	50,000'
5/4" No. 2 Common	30,000'
6/4" FAS	40,000'
6/4" No. 1 Common	50,000'

QUARTERED SAP GUM

4/4" No. 1 Com. & Btr.	50,000'
5 1/4" FAS	9,000'
6/4" No. 1 Com. & Btr.	25,000'

PLAIN RED GUM

1 1/2" No. 1 Com. & Btr.	10,000'
5/8" No. 1 Com. & Btr.	20,000'
1 1/4" FAS	15,000'
4/4" No. 1 Common	50,000'
4/4" No. 2 Common	50,000'
5/4" No. 1 Common	25,000'
5/4" No. 2 Common	30,000'

QUARTERED RED GUM

4/4" No. 1 Com. & Btr.	80,000'
5/4" No. 1 Common	30,000'
10/4" FAS	6,000'

PLAIN RED OAK

5/8" No. 1 Com. & Btr.	30,000'
3/4" No. 1 Common	30,000'
1 1/4" No. 1 Common	100,000'
5/4" No. 1 Common	35,000'

QUARTERED RED OAK

1 1/4" No. 1 Common	100,000'
1 1/4" No. 2 Common	50,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

Ready for Prompt Shipment

4/4 1st & 2nd Genuine Tupelo.....	5 cars
4/4 No. 1 Common Genuine Tupelo.....	5 cars
4/4 6 to 12" 1st & 2nd Cottonwood.....	3 cars
4/4 13" and wider 1st & 2nd Cottonwood.....	3 cars
8/4 Select Yellow Cypress.....	3 cars
6/4 Log Run Beech.....	1 car
6/4 Log Run Sycamore.....	1 car
6/4 Log Run Soft Maple.....	1 car

Delivered prices on these, or any other items of Southern Hardwoods or Cypress, submitted on request.

Baker-Matthews Lumber Co.

QTD. RED GUM, SND.	
5/4" 1s & 2s.....	13,000'
5/4" Com. & Btr.....	13,000'
8/4" Com. & Btr.....	50,000'
PLAIN SAP GUM	
4/4" No. 1 Com. & Sel..	15,000'
4/4" No. 2 Common....	30,000'
4/4" No. 3 Common....	30,000'
5/4" No. 1 Com. & Sel..	50,000'
6/4" Com. & Btr.....	35,000'
PLAIN RED GUM	
4/4" No. 1 Com. & Sel..	25,000'
5/4" No. 1 Com. & Btr..	15,000'
6/4" No. 2 Common....	100,000'
QUARTERED RED GUM	
4/4" No. 1 Com. & Sel..	15,000'
5/4" No. 1 Com. & Sel..	25,000'
6/4" 1s & 2s.....	40,000'
6/4" No. 1 Com. & Sel..	100,000'
QUARTERED RED OAK	
4/4" Com. & Btr.....	30,000'
4/4" No. 2 Common....	35,000'
PLAIN WHITE OAK	
3/4" 1s & 2s.....	15,000'
3/4" No. 1 Com. & Sel..	15,000'
4/4" 1s & 2s.....	50,000'
5/4" 1s & 2s.....	12,000'
5/4" No. 1 Com. & Sel..	35,000'
8/4" Log Run.....	15,000'
QUARTERED WHITE OAK	
4/4" 1s & 2s.....	40,000'
4/4" No. 2 Common....	50,000'
4/4" C. & B. Strips....	30,000'
6/4" No. 1 & 2 Com....	35,000'
8/4" No. 1 & 2 Com....	14,000'

Geo. C. Brown & Co.

PLAIN WHITE OAK	
5/8" No. 2 Com. & Btr.	55,000'
4/4" No. 2 Com. & Btr.	70,000'
6/4" No. 2 Com. & Btr.	75,000'
PLAIN RED OAK	
5/8" No. 1 & No. 2....	70,000'
4 1/4" No. 1 & No. 2....	270,000'
6/4" No. 2 Com. & Btr.	170,000'
PLAIN MIXED OAK	
4/4" Sound Wormy....	25,000'
8/4" Sound Wormy....	50,000'
6/4" No. 3 Common....	30,000'
CYPRESS	
4/4" No. 2 Com. & Btr.	80,000'
5/4" No. 1 Com. & Btr.	100,000'
8/4" Shop & Btr. given.	110,000'
8/4" No. 2 C. Dimension	50,000'
WHITE ASH	
4/4" 1s & 2s.....	40,000'
5 1/4" No. 2 Common....	15,000'
4/4" No. 3 Common....	20,000'
5/4" No. 3 Common....	15,000'
8/4" No. 1 Common....	15,000'
8/4" No. 2 Common....	18,000'
8/4" No. 3 Common....	15,000'
SOFT ELM	
6/4" No. 1 Com. & Btr.	50,000'
6/4" No. 2 Common....	30,000'
6/4" No. 3 Common....	50,000'
6/4" & 8/4" Dog Boards	50,000'
COTTONWOOD	
4/4" Box Boards, 13-17"	50,000'
4/4" Box Boards, 9-12"	100,000'
4/4" 1s & 2s, 13" & up..	30,000'
4/4" 1s & 2s, 6-12"	50,000'
4/4" No. 1 Common....	30,000'
4/4" No. 2 Common....	17,000'
5/4" 1s & 2s.....	5,000'
3/4" Dog Boards....	50,000'
SYCAMORE	
6/4" Log Run.....	60,000'
HACKBERRY	
1 1/4" Log Run.....	20,000'

Mark H. Brown Lbr. Co.

HARDWOODS

"HOOSIER HAVE MADE

DRY HARDWOODS

4 4" FAS Quartered White Oak.....	1/2 car
4 4" No. 1 Common Quartered White Oak.....	3 cars
1 1/2" No. 2 Common & Better Quartered White Oak.....	1/2 car
4 4" Clear Quartered White Oak Strips.....	1 car
5 4" No. 1 Common & Better Quartered White Oak.....	2 cars
5 8" No. 2 Common & Better Quartered White Oak.....	1 car
4 4" No. 1 Common & Better Quartered Red Oak.....	2 cars
4 4" FAS Plain Red Oak.....	1 car
4 4" FAS Plain White Oak.....	1 car
5 8" No. 2 Common & Better Quartered Sycamore.....	2 cars
4 4" No. 2 Common & Better Quartered Sycamore.....	1/2 car
5 4" No. 2 Common & Better Quartered Sycamore.....	1 car
5 8" No. 2 Common & Better Plain Sycamore.....	1 car
10 4" No. 2 Common & Better Beech.....	2 cars
12 4" No. 2 Common & Better Hard Maple.....	2 cars
14 4" No. 2 Common & Better Soft Maple.....	2 cars
5 8" No. 2 Common & Better Soft Maple.....	1 car
14 4" No. 2 Common & Better Elm.....	1 car
6 4" No. 2 Common & Better Hickory.....	2 cars
10 4" No. 2 Common & Better Hickory.....	1/2 car
5 8" No. 2 Common & Better Poplar.....	2 cars
4 4" No. 2 Common & Better Quartered Black Gum.....	1 car
5 8" to 8 4" FAS Walnut.....	1 car
5 8" x3" and 4" Crating.....	3 cars
1 1/2" Wide Crating.....	1 car

J. T. KITCHEN LUMBER CO.
COLUMBUS, INDIANA

All Our Logs Are Like These

*These fine white oak logs grew five miles
from our mill. Plenty more just like them*



Straight or Mixed Carlots

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, etc.

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana Quartered Red and White OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

Pierson-Hollowell Lumber Co.

Manufacturers and Wholesalers
HARDWOOD LUMBER

Write for our prices on

WALNUT

Also get our prices on
OAK, WHITE ASH, BEECH
MAPLE, SOFT ELM, POPLAR
And other hardwoods

Pierson-Hollowell Lumber Co.

507-508 Lemcke Bldg., Indianapolis, Indiana

INDIANA HARDWOODS

HARDWOODS HISTORY

SOUTHERN ELM

5/8 No. 2 C&B. 50M 6/4 No. 2 C&B. 30M
4/4 No. 2 C&B. 100M 8/4 No. 2 C&B. 50M
5 4 No. 2 C&B. 60M 10/4 No. 2 C&B. 50M
12/4 No. 2 C&B. 75M

All band sawed, edged and trimmed lumber. It's been on sticks for eight months or longer and is in fine shipping shape. Lengths are good, running 40% or more 14 and 16' and the widths are fine. Prompt shipment can be made from Dyersburg, Tenn.

NORTH VERNON LUMBER MILLS NORTH VERNON, INDIANA

Eisaman-Richer Lumber Co.

PERU, INDIANA

Specializing in

Indiana Black Walnut

Situated in the heart of Indiana, where are still grown the finest hardwoods in the country, our mills at Peru and Kokomo produce "Hoosier Hardwoods" exclusively. Inquiries solicited on heavy Oak, Ash, Hard Maple, Elm, Beech and Sycamore.



OUR
Indiana White Oak
is just as good as ever

The tree producing these five white oak logs, cut within five miles of our mill, contained 6000 feet of high grade oak lumber. This is not exceptional with us, as we are running steadily on Indiana timber of equally fine character.

CHARLES H. BARNABY

Mfr. of Band Sawed Hardwood Lumber and Veneers
GREENCASTLE, INDIANA

ASH TOUGH INDIANA STOCK

4/4" 1s&2s	15,000 ft.
8/4" No. 1 Common & Better	26,000 ft.
8/4" No. 1 Com. & Better, 10" and up.	7,000 ft.
10/4" No. 1 Common & Better	57,000 ft.
12/4" No. 1 Common & Better	50,000 ft.
16/4" No. 1 Common & Better	9,000 ft.
4/4" No. 1 Common	29,000 ft.
5/4" No. 1 Common	19,000 ft.
4/4" No. 2 Common	20,000 ft.
5/4" No. 2 Common	11,000 ft.
6/4" No. 2 Common	28,000 ft.
12/4" No. 2 Common	10,000 ft.

ALL BAND SAWN—WELL MANUFACTURED—
DRY—EXCELLENT WIDTHS AND LENGTHS

This Lumber Is Ready for Prompt Shipment

WRITE OR WIRE FOR PRICES

Maley & Wertz Lumber Co.

Mills: EVANSVILLE, IND.; KEIRN, MISS.

Ask Grandad. He Used Them

terruptedly, any recession in building activity will be moderate and but for a short period.

The belief has been previously expressed in these columns that general normal condition would not have developed until the agricultural implement people were again doing an active volume of business and showing a fair earning on their activities. This is quite likely true, but consistent improvement in the agricultural outlook gives reason to expect that with one more good crop the farm element will have largely liquidated and again be in the market for equipment.

So far as the trade in hardwood products is concerned, there is evident a substantially increased demand for hardwood lumber and, indeed, for almost all kinds of lumber, both orders and shipments for April greatly exceeding production. Prices are showing a strong tendency to advancement, though the considerable amount of distress stock moving ahead of the flood in the South has had its usual effect in holding down any tendency towards too rapid advancement. It is safe to assume, though, that practically all of this stock that can be moved ahead of the flood has already come out and, in fact, the reports of the past week or so register definite increases in many items. In the veneer and plywood end demand has been somewhat accelerated, though prices here also reflect unfavorably on the producer. The extent to which the demand for veneers and plywood has increased gives reasonable hope that the volume of business will be substained over a protracted period, resulting in the eventual realization of prices more commensurate with production costs.

So far as the hardwood lumber end is concerned, the completion of the movement of distress stock will inaugurate without question a somewhat more drastic advance in price, as the stock situation both in the South and the North can not reasonably be exaggerated. Obviously low grades are still in considerable quantity, but the tendency in all lines is towards gradual working down from the scarce upper grades into the lower grades, which are procurable at prices substantially below the uppers.

Association Loyalty

IN ONE OF THE MOST SINCERE and forceful papers that has ever been presented to a lumber convention, R. B. Goodman of Marinette, Wis., expounded before the quarterly meeting of the Northern Hemlock and Hardwood Manufacturers' Association meeting held last week those underlying principles which effect not just the lumber industry but all industry, and which as applied to the lumber industry provides the only means whereby fair competition may be sustained and industry's relation to the public maintained on an honest and progressive basis.

Mr. Goodman's paper, as reported in the account of this meeting elsewhere in this issue, was delivered for the purpose of selling the membership on the importance of the association and its legitimate activities, which purpose and principles are clearly defined in the declaration embodied in Mr. Goodman's address and endorsed unanimously and unqualifiedly as a resolution of the association.

But Mr. Goodman's remarks go further than merely defining for the members the functions of the trade body to which they belong. His address and his declaration of principles are in effect a demand for recognition of the fact that industry must become assertive if it is to attain that position in relation to government which it must sustain if its life be continued. Mr. Goodman sums the purpose of his article in the following sentence: "Instead of our association being an instrument to reduce competition, as claimed in certain high places, it is the only means that the small operators have of maintaining competition."

"The avowed purpose of governmental and other activities antagonistic to trade associations is to give the public a square deal. Certain supervision of association activities is wise, timely and necessary, but with such suggestive control as will prevent any tendency to overlook public welfare, associations not only provide the only means through which the smaller operator can hope for existence, but on the other hand insure to the public the best type of product, the most consistent quality, the lowest possible price and the highest development of merchandising service."

There can be no honest doubt in the mind of any intelligent man that legitimate trade associations are not merely an asset but an indispensable necessity to modern society. Such declarations as Mr. Goodman has made will contribute largely to defining the position of trade associations, and through this means of determining the relation of the government to agencies of this nature.

Trade Menace Apparently Dead

THE LATEST ADVICE in the matter of the Edge bill, which proposed that the Federal Trade Commission shall regulate association activities, seems to indicate that there is little likelihood of this bill becoming enacted into law. In fact, it is very doubtful if the subcommittee of the Senate Judiciary committee will ever report the bill out.

It might seem, without consideration of the purposes of this measure, that it would provide a favorable situation for trade associations, as one of the greatest difficulties which associations have experienced has been the impossibility of determining what they could do and what they could not do. A more careful analysis of the measure involved, though, stamps it most emphatically as a malicious proposal, one which would practically bar business men from participating in their own industries.

It proposes to make business law and to determine whether business men have violated it. It proposes to confer upon the commission, legislative, judiciary and governmental powers, to apply not only to associations but to every individual member; the right to fix standard sizes, trade customs and terms of sale, and the further right to impose federal penalties for violation.

Quite obviously the proposal is beyond the realm of reason, as it attempts to give to the Federal Trade Commission the power to prejudge association activities, a power which even the Supreme Court does not hold, as no court can judge action until an apparent violation of law has been committed.

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In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates. Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

Ten Year Review of Furniture Industry Improvements

Improvements to Machines and Methods in Furniture Manufacture Keep Pace with Remarkable Industrial Evolution in the United States, Making It Possible to Produce in Great Quantities High Grade Furniture at Relatively Low Cost*

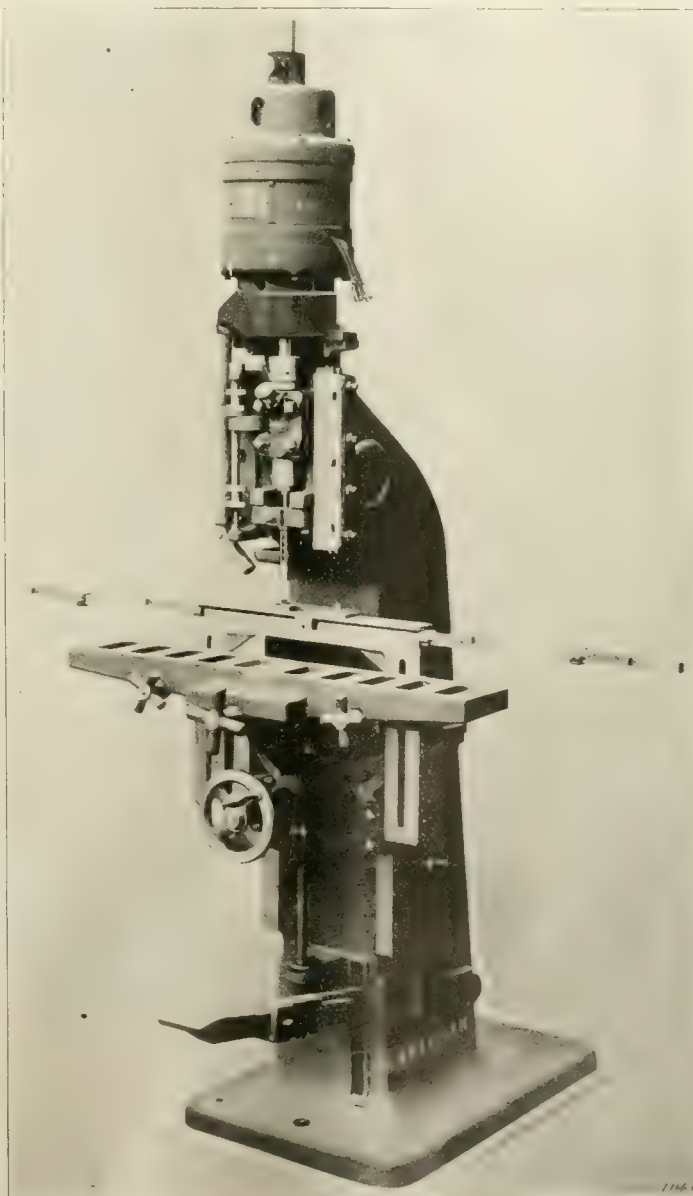
The mechanical inventive genius of man has had its most vigorous and brilliant blooming in the United States. America has undoubtedly failed to keep pace with the Old World in the development of the esthetic values of life; artistically we are children still, or at best, only coming into manhood, but in the mechanical or industrial arts our achievements have been such as to astound the world. We have developed, by virtue of this genius for mechanics, coupled with a like genius for the art of commerce, an amazing commercial and industrial civilization. It is the wonder, if not the admiration, of the remaining world, and has made us rich beyond measure. Our mills and factories are the most efficient in the world and their equipment is continually in process of improvement by our engineers and inventors, who labor so diligently, so swiftly and with such astonishing cleverness, that a machine which today may be thought to represent the apogee of mechanical perfection, may tomorrow be rendered obsolete by some new invention.

However, the purpose of this article is not to generalize upon our vast industrial civilization, but to examine in some measure into the part the furniture industry has played in this swift and never-sleeping evolution of mechanical appliances and industrial methods. The limitations of space forbid anything better than a superficial treatment of the subject, but an effort will be made to put down enough to show that the furniture industry (and those who serve it) has not stood still in the improvement of its mechanical equipment and processes. For the purpose of further limiting the discussion it has been

necessary to establish arbitrarily a period of ten years—the last ten years—to survey for improvements. We would not undertake to say, however, that the improvements mentioned are rigidly restricted to a period of ten years; but we can say that their general use lies within that space of a decade.

Perhaps the most conspicuous advance has been in the field of design and this has been directly predicated on improvements in machines, for the manufacture of furniture in this country is essentially a quantity production proposition and no considerable advance could have been made in furniture design had the designers of woodworking machines not been at hand to provide the means of producing these designs in relatively large quantities, with a minimum of hand work and at minimum cost. The massive, awkward, "gingerbread stuff" of our grandfathers' and even of our fathers' time, has largely disappeared; and our factories are turning out designs of period furniture, light and strong and generally beautiful, certainly well adapted to the needs of the modern American household. Undoubtedly good furniture, that is, furniture of enduring structure, of graceful design and pleasing finish, is available in America today to a wider range of people and purses than ever in the history of the world. The mark of the jigsaw is no longer upon the great bulk of the product of our American furniture factories, and today it is not alone the rich man who may furnish his home comfortably and in good taste.

In the manufacture of the expensive grades of furniture it has always been possible to use a relative small amount of ma-



By Courtesy Westinghouse Electric & Mfg. Co.

A Direct Motor Driven Mortiser of the Latest Type

*The preparation of this article would have been impossible without the extended advice and counsel of woodworking machinery manufacturers. We have placed a large dependence upon them, and have, in fact, in many instances employed their exact statements, but because of the impediment it would have offered to the reader, were forced to omit crediting each quotation as it was made. Therefore, we desire to make grateful acknowledgment to the following, upon whom we drew for our data: L. G. Merritt, Merritt Engineering & Sales Co., Lockport, N. Y.; R. F. Baldwin, treasurer, Oliver Machinery Co., Grand Rapids, Mich.; W. A. Furst, general engineer, Westinghouse Electric & Manufacturing Co., East Pittsburgh, Pa.; F. F. Davis, Baxter D. Whitney & Son, Inc., Winchendon, Mass.; Glenn B. La Page, secretary, and

W. Marsh, Jenkins Machine Co., Sheboygan, Wis.; Kenneth Redman, manager of the dry kiln department, and H. M. Nichols, in charge of the department of collecting and conveying systems for woodworking plants, B. F. Sturtevant Company, Hyde Park, Boston, Mass.; R. T. Maston, advertising manager, American Wood Working Machinery Co., Rochester, N. Y.; J. A. Quirley, Mattison Machine Works, Rockford, Ill.; Fred Kershaw, secretary-treasurer, Proctor & Schwartz, Inc., Philadelphia; R. D. Waltz, the De Vibbiss Manufacturing Co., Toledo, Ohio.

Note: Hardwood Record will be glad to assist anyone desiring to further investigate the merits of types of machines mentioned in this article to get in touch with manufacturers of the machines.

chine work and apply directly the craftsmanship of the cabinet-maker to give the furniture the character of beauty and elegance desired. But up to ten years ago there was little other than the band saw and the jigsaw that could be used in the adornment of the medium grades of furniture. Now the manufacturer has at his command automatic lathes and carving machines that will work out the most complicated designs at relative high speed. Many of the decorative features that formerly could only be got by the chisel and the mallet of the hand carver—a most expensive process—can be cheaply produced by these lathes and carving machines. The hand carver is required only to create the original and one design and from which the machines will turn out like ones indefinitely.

Vital Dry Kiln Progress

There is no more important improvement in the apparatus of the furniture factory than the modern dry kiln. The first thing about the present day furniture factory (and the same thing applies to other types of woodworking plants) to attract the attention of the visitor is the absence of the great acreages of lumber piles that one used to see. It is no longer necessary for the manufacturer of furniture to carry the immense stocks of lumber he was obliged to carry some years ago. Then the lumber had to go through a long process of air-conditioning, before it could be put into the crude dry kilns of that period. Now it can be taken from the mill yard, or factory storage yard, after a relative short drying period (only sufficient in most cases to bring the stock down to "shipping weight") and the process completed in a short time in the dry kiln. Thoroughly trained scientific minds have studied the problems of kiln drying lumber and have reduced the methods to exact and scientific principles. Automatic controls for temperature and humidity have been introduced and the circulation of kilns has been studied along sound engineering lines with the idea of

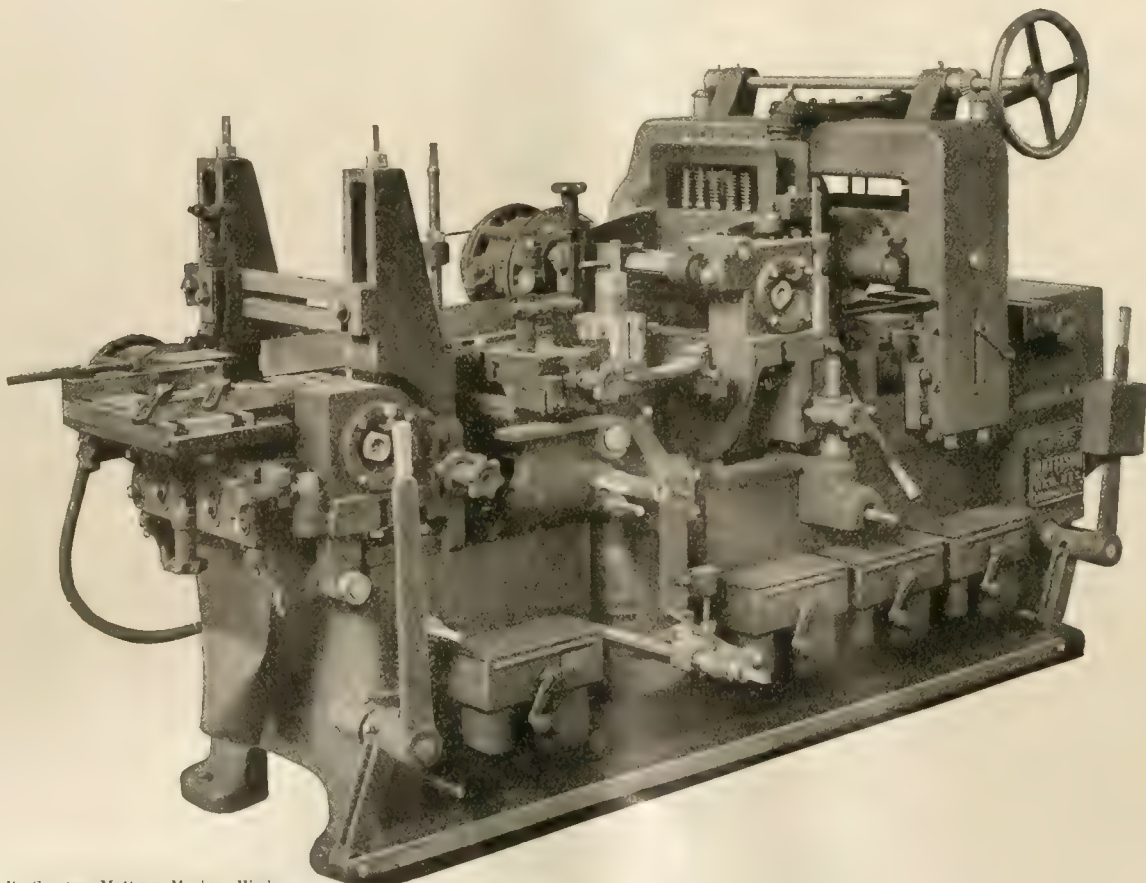
making certain that the air is distributed uniformly throughout the pile of lumber rather than trust to the "hit or miss" method that was prevalent some years ago. Scientists have studied the cellular structure of woods and discovered the secrets of shrinkage, warping, etc., under drying processes.

It is now only necessary for a furniture plant to stock sufficient lumber to provide for its cutting requirements for any length of time, within reason, that the buying policy of its purchasing agent may dictate, and thus lumber inventories have been greatly reduced and carrying charges minimized.

The improvement in dry kiln equipment and drying knowledge has been supplemented by highly efficient systems of trackage and transfer cars to handle the lumber from the railroad car to the yard and then through the kiln and into the furniture plant; or from the railroad car direct to the transfer cars, ready to be taken to the kiln when required. The latter system saves piling in the yard and repiling in the kiln cars and is undoubtedly the ideal method.

Several dry kiln manufacturers have recently placed on the market electrically operated transfer carriages for moving the loaded cars of lumber from the storage yard to the dry kilns and then to the cutting rooms. These electrically operated carriages permit the moving of the loaded cars of lumber onto the table from within the dry kilns. One man can now perform the duty which previously required the activities of four to five men. The operation of these carriages or tables is very simple and all the operator has to do is to press either forward or reverse push-button, or, if desirable, the same sequence of operation can be obtained by using a small drum controller which can be used for forward or reverse and stop position.

In addition to the transfer carriages or tables, we have the electrically operated lumber stackers, which can be used for both loading and unloading the dry kiln cars. With the use of this electrically operated equipment the entire method of handling the lum-



By Courtesy Mattison Machine Works

Electric Moulder, with Powerful, Individually Controlled Motors for Each Head and the Feed Works

ber from the mill to the dry kiln and back to the finishing mill again is automatic. The boards are carried forward on a live roll conveyor to a point where the lumber stacker or loader is placed and then moves sideways onto the loader, which equipment is used for stacking it on the cars. After the cars are completely loaded they are then placed on the transfer tables and then moved to a point directly in front of the empty dry kiln. After the lumber has been in the dry kiln for the required length of time, it is then removed and a car is transferred to the unloader, which apparatus is used for removing the lumber of the car and placing it again on a live roll conveyor, which removes it to a required point in the fabricating plant.

The Chain Feed Engine Saw

Because of its importance in the scheme of furniture manufacture the chain feed engine saw comes into the writer's mind at this juncture. Ten years ago most of the woodworking factories were using hand-feed rip saws in their break-out rooms. Some of them, but a small percentage, were using power feed rip saws. But even over the power feed rip saw of those days the chain feed edging saw is a great improvement. The only advantage obtained with the old power feed rip saw was speed of feed. With the chain feed saw even greater speed is obtainable, with the added advantage that the stock is ripped absolutely straight so that it may be glued up without further preparation.

Electric motors are now being designed and installed on both the cross-cut and rip saws. On the power-feed rip saws, it is possible, in most cases to install two motors, one driving the feed arrangement, and the other driving the power. The control of the motor can be so arranged that if either one or the other becomes stalled, the other motor will immediately shut down. The starting and stopping of both of the motors can be arranged with either push-button or the small drum controller.

The power-feed buzz planer is a machine that has added greatly to speeding up production and, incidentally, it has helped to preserve the fingers of a great many men. Facing off stock in preparation for surfacing was a slow and dangerous job when it had to be done on a buzz planer by hand. It was often necessary to pass a board over the cutters several times. When a man had been doing that for several hours he began to slow down. Adding a power-feed attachment to this machine increased its capacity by a very large percentage.

There are several woodworking machine tool manufacturers now placing on the market power-feed buzz planers, with $\frac{1}{2}$ H. P. to 1 H. P. motors directly connected to the planer head, which can be moved from place to place in the mill. In most cases, the motor is the $\frac{1}{2}$ H. P. capacity and it is possible to use it on any ordinary lighting circuit, which makes it convenient in any finishing mill.

Surfacer Undergoes Important Changes

The surfer has undergone some important changes in the last ten years. Instead of the old square cylinder carrying two knives, the modern surfer has a round cylinder carrying three and four knives. With the direct application of motors to the cutter-heads on the surfacers and planers it has been possible to eliminate the troublesome belts which were used on the old type of machines. The special feature in the application of these motors to the machine is the method of mounting them directly on the frame of the machine. These motors may be operated through push button or drum control. The drum controllers may be all mounted in one case, and directly on the side of the machine. These drum controllers will give over-load and no-voltage protection to the motors and they do not require the space on the machine that the push-button contractors require.

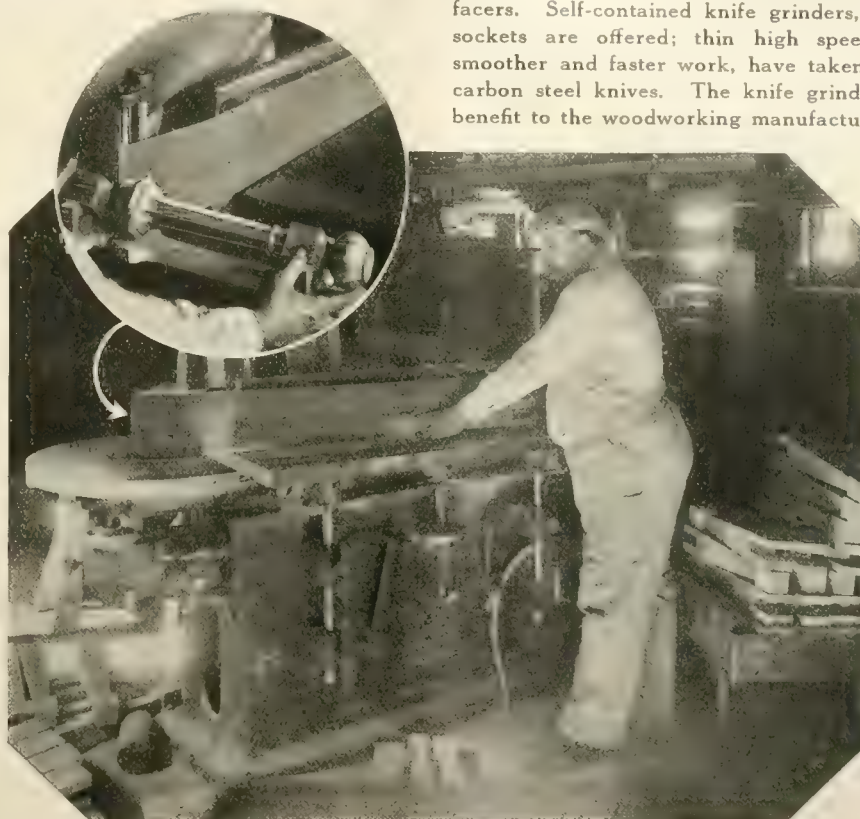
Ball bearings have been introduced in the main bearings of surfacers. Self-contained knife grinders, driven from electric lamp sockets are offered; thin high speed knives, permitting both smoother and faster work, have taken the place of the old style carbon steel knives. The knife grinder has been of incalculable benefit to the woodworking manufacturer, as have the setting and

jointing attachments to the surfer. Instead of the long delays necessary to remove the old style knives and grind them, the knives of the modern surfer may be ground in a short time without the necessity of removing them from the machine. Then they are jointed to bring them to a true cutting circle and make all the knives cut in exactly the same circle. The whole secret of increasing the production of a surfer, while at the same time bettering the quality of the work, was increasing the number of knives cutting. The only other difficulty was to get all these knives cutting accurately and this was accomplished by mounting the jointing attachment

on the machine and jointing the knives as the cylinder revolves.

What has been said of the surfer applies also to the jointer and to the moulder, in so far as the latter is used for dressing straight stock. The equipment usually found with a moulder today in an up-to-date plant is square cylinders for odd work, round cylinders for straight dressing and solid cutters or Shimer heads for moulding and tongue and groove work. This equipment is all of the slip-on type and jointing attachments are used to insure accuracy of the cutting circles.

There is a small electrically operated jointer, built for lamp socket attachment, which may be operated at each man's bench. Some shops have one of these for each section of the factory for use when little jobs are to be done, as it saves the power used to start up a big jointer, and, also saves the time it takes for a man to go to and from the big jointer. It also does what the carpenter would do at the bench with a hand plane with the expenditure of much more time. This, of course, is not an improvement on an old tool, but a new tool developed.



By Courtesy Mattison Machine Works

Oscillating Belt-Edge Sander, Typical of the High State of Sander Development

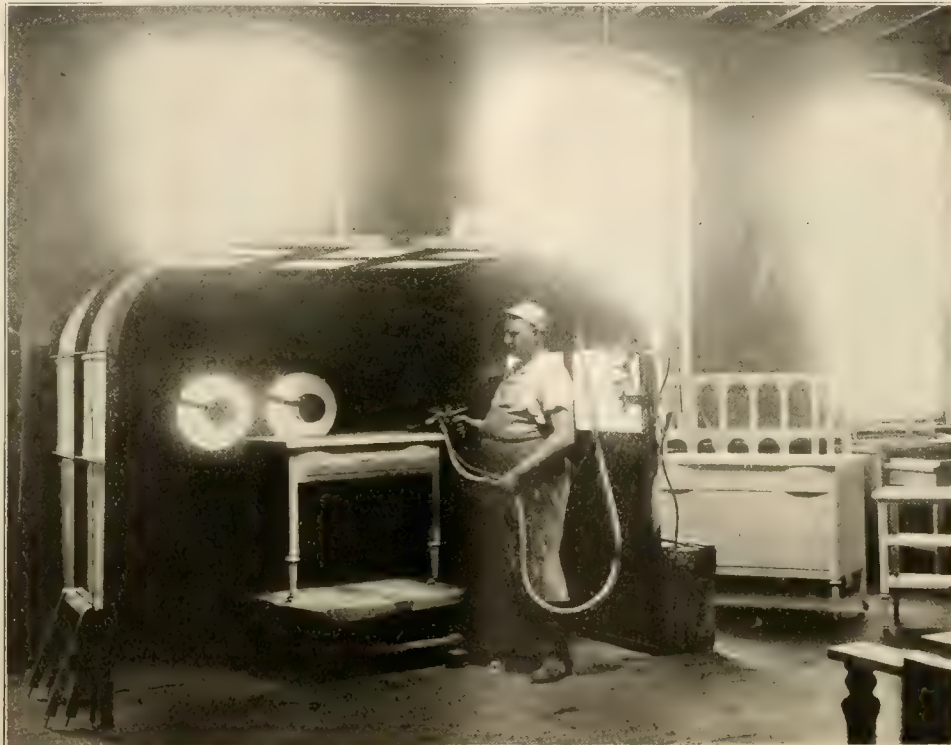
of ball bearings and thus the two developments are more or less related. Ball bearings are now to be found on a host of machines, shapers, moulders, planers, double-end tenoners and many others. It required a great deal of experimenting and research work to bring them to their present high state of efficiency. Direct motor drives have been applied to moulders, double-end tenoners, shapers, saw tables; in fact, almost any woodworking machine can now be equipped with direct motor drive if the purchaser desires.

It may be here said that the electrical industry has kept step continuously with the advance and progress of the woodworking machine tool manufacturers and are developing electrical apparatus as soon as the machine tool manufacturer has any idea of any new equipment to place upon the market.

In discussing ball bearings in connection with woodworking machinery the development of thrust bearings has also been very interesting. For example: on the little disk sander, or the speed

arbor, being the last word. The hollow chisel type is the best type for general purpose work at this time.

Tenoners have been splendidly improved and the most striking of these improvements has been the development of a tenoner that does not sprawl all over the shop, the making of a self-contained machine without belts running off to a countershaft far separated from the machine itself. It takes quite a lot of power to drive the old style of tenoner and the introduction of ball bearings has been most welcome here. The tilting table has been introduced so as to do angle work. This eliminates the time necessary to make forms for angle tenons, as would have to be done on the old rigid tables. Ball bearing tables have also been introduced, which make it easier for the operator to push the table forward and back. These machines are now furnished with a special motor operating each spindle. In this case only the spindles actually doing work are operated, securing the minimum consumption of power.



By Courtesy The De Vilbiss Mfg. Co.

The Modern Method of Finishing Furniture

lathes, or the big disk sanders, or, indeed, any other machine where a thrust is involved, the thrust ball bearings now produced will carry this thrust without increasing the friction of the motor, at a considerable saving in power.

Motors Applied to Saws

Ball bearings have been introduced not only for the saw arbors themselves, but for idlers and rolling sections of tables where they have them. Motor application has mostly been introduced in the last ten years, the first improvement having been to apply to motor; second, to build the motor in a self-contained manner and usually belt it to the arbors, and, lastly, to have the arbor of the saw bench one and the same. In other words, a motor arbor saw bench.

Ball bearings have also been introduced on swing saws and motors were first applied to this tool overhead, so as to make a self-contained unit, and later have been built in the arbor so as to make a motor arbor swing saw, eliminating belts altogether.

In the matter of boring machines, ball bearings have been introduced and various other improvements have been made, until now the motor spindle boring machine is offered.

The same things that have been said about the boring machine may be said about the mortiser, the motor in head, or motor in

arbor, being the last word. In connection with the reference to swing saws the development of swing saw tables should have been mentioned. Swing saw tables are now being built with exhaust hoods and regularly fitted with automatic swing saw gauges and stops for cutting off lumber automatically at certain lengths.

Safety Has Been Deferred To

An entire article might well be devoted to the single item of the development in the past few years of safety appliances for woodworking machinery. A remarkable and most praiseworthy progress has been made in this direction and the principle of safety in the construction of woodworking machinery is everywhere recognized and deferred to by makers of these tools. Therefore, the mention of one or two safety appliances will suffice to suggest the improvements that have been made. Protecting all dangerous parts of a machine, such as belts and gears, has been a marked improvement during the last ten years on saw benches as well as guarding of the saws under the table and the saws over the table. An automatic guard has been developed for the swing saw, which completely covers the saw, raising over the work automatically. Guards have been applied over both wheels of band saws and the lower parts of the band saw have been constructed so as to connect with the exhaust connection.

(Continued on page 44)

Appalachian Loggers Hold Congress

Freight Rates and Standardization of Logging Methods Are Among Important Problems Considered by Operators; Repeal of Adamson Law Is Demanded

Freight rates and the standardization of rules for the cutting of trees and conducting the logging industry in general, were among the important subjects discussed at the seventh annual spring meeting of the Appalachian Logging Congress, which was held at the Hotel Sinton, Cincinnati, May 9, 10 and 11.

In reference to freight rates, President F. G. Norcross, in his address at the opening session of the convention, invited the lumbermen's attention to the attitude of the Interstate Commerce Commission in holding the rates on the low grade cuttings at a point where, he said, it virtually is impossible to ship the production. Appointment of a committee by the congress was urged by President Norcross to confer with J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, in an attempt to have the rates reduced on the low grades.

W. M. Ritter, president of the W. M. Ritter Lumber Company, Columbus, O., advocated the standardization of rules for the logging industry in his address on "The Hardwood Situation." He urged that these rules be made the subject of definitions and instructions much in the same way that rules are made for the grading, inspecting and shipping of lumber.

The resolutions committee presented a half dozen resolutions, which were adopted at the closing session. Among the important ones are: A resolution recommending the repeal of the Adamson eight-hour law and other similar legislation enacted by Congress since 1916; another resolution opposes any legislation providing for free tolls for American ships through the Panama Canal. The congress in another resolution indorses the work of the National Forest Fire Prevention Committee. Resolutions thanking the Cincinnati Lumbermen's Club and the management of the Hotel Sinton for the many courtesies extended to the delegates while in Cincinnati also were adopted.

The sessions were held in the ballroom of the hotel and many questions of importance to the logging and lumber industry in general came up for discussion during the three days' session and men prominent in the industry were present to explain new methods and problems in the production of lumber.

More than 175 delegates representing the various sections of the Southern Appalachian region were present. The entertainment feature was high-class and in charge of committee by the congress and one representing the Cincinnati Lumbermen's Club.

Attention of the delegates was called by President Norcross in his address to the request of the Forestry Division of the United States Department of Agriculture that the forests be conserved. "I feel confident that the lumbermen are doing their bit in regards to this matter, but I do not think they are being met halfway," President Norcross said. "The government wants to conserve the forests and yet the Interstate Commerce Commission places a rate on low grade lumber that makes it impossible to ship and as a result a large quantity of this lumber is going to waste in the forests. That is not the first principle of forest conservation."

President Norcross said that the operators need relief and the sooner the better. He urged the delegates to induce their consumers to make more use of wood containers, in an effort to move the lower grades.

"I have received a communication from the box manufacturers offering us their co-operation in disposing of the low grades which unfortunately is a large part of our output," President Norcross said in his closing remarks. Millions of dollars could be saved annually if wood containers were more frequently used for shipping purposes."

In a very detailed manner, Henry H. Tryon, engineer for James W. Sewell of Washington, D. C., talked on "Timber Estimating and Mapping of Today." The speaker by the use of maps and charts, showed cruising and estimating methods, the idea being not only to show the varying character of the growth throughout the tracts but to pick up the topography in such a manner as to indicate logging conditions.

Almost any estimate requires a survey, or at least a definite knowledge of ownership lines and areas, Mr. Tryon said.

Following Mr. Tryon's remarks the meeting was open for a discussion of his subject. It was brought out in this discussion that several lumbermen have never been able to ascertain from timber estimates, whether they include the whole tree or just those parts that can be profitably manufactured. In this connection, Mr. Tryon said that when making timber estimates it is a good rule to go into the mill first and see just what kind of lumber is being used for manufacturing purposes.

The first session adjourned at the conclusion of this discussion.

In the evening the delegates and others in attendance were entertained at the Claremont Hotel, Southgate, Ky., by the Cincinnati Lumbermen's Club. Four special trolley cars conveyed the delegates from the Dixie Terminal to the hotel, which is located in the Highlands of Northern Kentucky. The dinner was served on the grounds surrounding the hotel. Motion pictures of logging operations and four boxing bouts which were staged in a special built arena outdoors featured the program. Sinclair Shaw, Cincinnati representative of the Edward Hines Lumber Company, Chicago, was referee and W. H. Hopkins of the New River Lumber Company, master of ceremonies.

In opening the morning session, Wednesday, May 10, W. M. Ritter of the W. M. Ritter Lumber Company, Columbus, O., made a masterly presentation of lumbermen's problems and offered several very constructive proposals for betterment of conditions throughout the industry.

In reference to standardization Mr. Ritter said, "Why should not the lumber industry cut down the expense and reduce the inefficiency which results from the lack of standardization? I should like to see the logging congress realize the fundamental importance of this matter and put some of its best talent to work at investigating not only logging methods but all processes of the industry and decide on those that are best for their kind of work, put them to print and thus standardize the text for all such operations; and I thoroughly believe there is no practical difficulty in the way of accomplishing this. I can not see for example, why rules for cutting of trees and conducting of logging operations from the stump to the saw should not be standardized and made the subjects of definitions and instructions, much in the same way that rules are made for grading, inspection and shipping of lumber."

Mr. Ritter also called the lumbermen's attention to the administration of their timber properties, and in this connection said that the companies with which he is associated have prepared in brief, but comprehensive and in concise fashion, a clear presentation of the scientific facts concerning the timber properties of the general Appalachian area. The congress was invited by Mr. Ritter to examine these facts, and as a result M. W. Stark of the American Column & Lumber Company, Columbus, O., was appointed chairman of a committee by President Norcross to confer with representatives of the W. M. Ritter Lumber Company relative to the statistics. Mr. Stark is privileged to select the personnel of his committee. The findings of this committee will be presented at the autumn meet-

ing of the congress, which in all probability will be held at Knoxville, Tenn.

The next speaker was Colonel W. B. Townsend of the Little River Lumber Company, Townsend, Tenn. He presented a very interesting address on "Railroad Construction and Operation in Logging." His conclusion is that the person who can solve the railroad logging problem in the Southern Appalachian region has won the battle. According to Colonel Townsend it is a real problem and spells the difference between bankruptcy and profits.

Present logging railroad methods, Colonel Townsend said, have been developed by a process of evolution and the exercise of great ingenuity and engineering skill. He also referred to parts in Mr. Ritter's address and urged the members to go home at the close of the meeting and impress upon all lumbermen the importance of producing adequately to meet the impending demand and do all they can to prevent a runaway market that shall again put the lumber industry in disrepute on account of high prices.

Other members of the committee called upon to discuss the subject which Colonel Townsend opened were W. T. Latham, Andrews Manufacturing Company, Andrews, N. C.; R. C. Staebner, Meadow River Lumber Company, Rainelle, W. Va., and D. H. Tipton of Townsend, Tenn.

Harvey T. Graceley of the Marion Steam Shovel Company, Marion, O., told of developments in shovel manufacture of interest to operators. Mr. Graceley said his company makes a gas-electrical machine that by means of a gas engine on its platform develops electricity for its operation, and the machine is so built as to use power developed otherwise for the operation of its motors. A number of these machines have been sent into the logging camps in the Northwest, Mr. Graceley said.

The question of wrecks on logging railroads was then brought before the meeting by H. B. Curtin, Pardee Curtin Lumber Company, Clarksburg, W. Va. Mr. Curtin said that it has been the experience of his company that less wrecks occur on the seven and eight per cent grades than on the four and five per cent grades. The reason for this, Mr. Curtin said, was that the train crews are more on the alert when they are traveling on the heavy grades. Colonel Townsend said that a railroad could be successfully operated on a seven or eight per cent grade, but believed that building a railroad on a grade of this character should be avoided wherever possible.

The fight of the Southern Hardwood Traffic Association for reduced freight rates was reviewed by J. H. Townshend, secretary-manager, in his address before the congress. He also referred to the flood conditions in the South, which he said would not permit resumption until July 1 in many cases. In reference to freight rates on low grade lumber, the speaker said that a differential based on price might solve the problem. However, that might create the impression among carriers that the rate on the high grades are not high enough. Freight is the largest part of lumber cost, and should receive more attention than is given it, J. Van Norman, counsel for the Southern Hardwood Traffic Association, said. In conclusion, he pleaded for greater support of the organization.

Before the morning session adjourned H. B. Curtin of the Pardee & Curtin Lumber Company, Clarksburg, W. Va., called the lumbermen's attention to the proposal that the toll on coast-to-coast ships through the Panama Canal be repealed. Mr. Curtin said he opposed the proposal on the grounds that it would mean a tax on eastern producers for the benefit of the western producers, and cited an instance where western producers put hemlock into Clarksburg, W. Va., his home town, cheaper than he could sell it there. President Norcross said that the congress would take some action in this matter before the convention adjourned.

The first speaker on the program for Wednesday afternoon, May 10, was Colonel W. B. Greeley, Chief Forester of the United States, and the subject of his remarks was "Practical Ways and Means of Forest Conservation."

Colonel Greeley said that two great forces are bringing refor-

estation about. The first is our staunch old economic standby, the law of supply and demand. The second is the insistence of the American people that something effective be done to insure a future supply of timber and prevent a large part of the soil of the United States from passing into unproductive idleness. The Chicago lumber industry, Colonel Greeley said, now pays in freight \$25,000,000 a year, because the forests of the Lake States no longer supply its needs. He cited several other cases, and said that these factors were bringing about reforestation quicker than anything else.

In reference to the forest situation in the United States, Colonel Greeley said, that we are using our timber three and four times as fast as it is being produced. He urged the bringing of production to equal current use, and said that there should be no great difficulty in achieving this end.

The efforts of the congress to prevent fires was then told by President Norcross, who also said that several match and tobacco companies had pledged the organization their support in this campaign. A representative of the American Tobacco Company was introduced by President Norcross, and he said that his company was enclosing slips in each package of cigarettes warning the users against throwing lighted cigarettes away. He also said that the company is studying means of marking other packages. President Norcross said that the Ohio Match Company and the Diamond Match Company also were placing warning slips in packages of their product.

The next number was the committee discussion on "Timber Cutting and Swamping." M. W. Stark, vice-president and general manager of the American Column & Lumber Company, Columbus, O., acted as chairman of the meeting while this subject was being discussed. Mr. Stark led the discussion by saying that the problem of timber cutting can be divided into several phases, personnel, tools, planning of work, proper records, standards and methods. He was followed by Murray Pryor of the W. M. Ritter Lumber Company, who told of his company's methods. The question of cutting logs by contract came up and H. B. Curtin said that this system attracts the competent workmen, and assures the mills of a quicker and better supply of logs. Henry Mather of Henry Disston & Sons, Philadelphia, Pa., and Lewis Doster of E. C. Atkins & Co., Indianapolis, Ind., spoke on the care and uses of saws. During a discussion on the uses of saws several lumbermen said that the four-tooth saw was the best when cutting hardwoods, while the two-tooth saw answered the requirements when cutting soft woods.

At the close of the session E. A. Gaskill of the Suncrest Lumber Company, Sunburst, N. C., exhibited two chairs and explained that with the present cost of lumber and allowing thirty per cent for waste the lumber in each would cost 18 cents. Mr. Gaskill said that both chairs wholesale at \$1.50 apiece and retail at \$3 each.

In the evening the banquet was held in the ballroom of the Hotel Sinton. Ralph A. Tingle, Ohio representative of the Standard Oil Company, was toastmaster.

The program for the evening included speaking, radio concert and a musical entertainment. The speakers were: William C. Culkins, executive secretary of the Chamber of Commerce; Douglas Malloch, Chicago; William Hopkins of the New River Lumber Company; President F. G. Norcross; F. S. Spires, vice-president of the American Column & Lumber Company, and G. T. B. Cobbett of London, England. Following the speaking golf trophies were presented to several members by William Hopkins on behalf of the Cincinnati Lumbermen's Club.

L. D. Gasteiger of the Pittsburgh Lumber Company, Braemar, Tenn., opened the morning session on May 11, with an interesting address on "Railroad Maintenance." With the aid of sketches he told of the principles involved in spiking and locating ties at rail joints. This phase of the logging industry was discussed at length and the opinion of a majority of the delegates was that a thirty-five-pound steel rail is the most practical light weight and the seventy-pound the most practical heavy weight.

Following Mr. Gasteiger's remarks other members of his com-

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Fish Explains Sales Code to Wholesalers

That the proposed Sales Code of the National Hardwood Lumber Association is being formulated upon practical and wholly enlightened conceptions of the requirements of such a document and that the experience of the best minds in the hardwood lumber producing and consuming industries is being brought to bear upon it, was revealed by Frank F. Fish, secretary-treasurer of the National Hardwood Lumber Association, who addressed the quarterly meeting of the Northern Wholesale Hardwood Lumber Association on this topic at the Athletic Club in Milwaukee, Wis., on May 12.

Some of the wholesalers present at the meeting may have been "on the fence" in regard to the proposed Code before Mr. Fish spoke, but after he had revealed the brand of wisdom that the Code will incorporate, it is doubtful if there was a man among his auditors who had not become a staunch advocate of the Code. The men who, under the leadership of Earl Palmer of Memphis, are building this Code, are working upon the conception that a hardwood sales code, to be successful, must be so equitable as to equally safeguard the interests of seller and buyer and to provide means of enforcement not only upon the seller, but upon the buyer. The fatal weakness of all other proposed hardwood sales codes has been, Mr. Fish explained, that they provided only for disciplining of offending lumbermen, and did not sufficiently provide for equity. The code which will be presented at the twenty-fifth annual meeting of the National Hardwood Lumber Association in Chicago in June will be so framed that it will operate to "discipline the consumer of our product through his own organization."

This is the distinguishing feature of the proposal which will be presented in June. "The Sales Code committee feels that differences might be arbitrated between members of the National Hardwood Lumber Association and members of consumers' associations, and will try to bring this about," Mr. Fish explained. The plan is to come to an agreement with the National Council of Furniture Associations, and other associations representing consumer groups, for inter-association arbitration of differences that arise between buyer and sellers on the basis of the Sales Code. It is conceived that the secretary of the National Hardwood Lumber Association and the secretary of the association to which the buyer belongs will act as arbiters. These two men will consider the case and render a decision and will then through the power of their respective associations enforce the decree upon the disputants. The attempt of either party to the dispute to act unfairly and in a recalcitrant manner will result in his suspension or expulsion from his association.

It is easy to understand that such a code will function and that it will command the respect and adherence of the best elements of the hardwood and consuming groups.

Code Charts Established Customs

Mr. Fish made it plain that the code is "no new thing." That is to say, that it will not undertake to arbitrarily set up a set of rules and regulations for the buying and selling of hardwood lumber; but will merely define, in unequivocal terms, the established customs of the trade. This was stated in the tentative preamble to the proposed code, which Mr. Fish read to the meeting.

This preamble further said that the code will undertake to establish a uniform practice in the sale and purchase of hardwood lumber; provide for settlements of disputes; establish the principle of the inviolability of contracts and the theory of "substantial performance."

The fact that there is much more than a casual need for such a code was shown by Mr. Fish when he spoke of the Universal Sales Act. "That act has got dynamite in it for the lumberman; it is poison!" Mr. Fish said. Under its radical provisions a buyer may reject, if he is disposed to be so arbitrary, an entire shipment, if but

one board in that shipment fails to measure up to specifications. "But the courts will recognize established customs of a trade," Mr. Fish said, "when they are interpreted and sustained by a Code such as the National Hardwood Lumber Association proposes to set up." He then cited judicial decisions which confirm concretely the disposition of the courts to rule in this way. "The Sales Code will invoke the rule of reason," Mr. Fish said.

Another thing that Mr. Fish made clear is that the Code which will be presented to the members of the National will not follow the outline nor be based upon the "Memphis Code." It will represent entirely new and independent investigation and conclusions. It will have been built from the ground up.

In the effort to compile recommendations for the new Code the consumers have been consulted as extensively as have the sellers; they have evinced a great deal of interest, and the recommendations will be the result of their thoughts just as much as they will the thoughts of sellers.

Mr. Fish mentioned the Sales Codes conference which will be held at the Drake Hotel, Chicago, on June 21, the day prior to the opening of the National's convention. He invited the wholesalers to send representatives to this meeting and T. T. Jones, president of the Northern Wholesale Hardwood Lumber Association, accepted the invitation, naming A. L. Ruth of the G. W. Jones Lumber Co., Chicago, and Geo. D. Griffith, the Geo. D. Griffith Lumber Co., Chicago, to represent the committee, together with himself and J. H. Hayden, secretary of the association.

In addition to his exposition of the Sales Code, Mr. Fish paid a tribute to the wholesale element of the hardwood trade, defending the lumber wholesaler against the aspersions that have recently been cast upon him by certain of the manufacturers in connection with the current grade marking and tally counting movement, and on other occasions. Mr. Fish declared that in his long experience in lumber association work, extending over a quarter century, he had found that the wholesaler assayed about as high a percentage of "pure gold" and about as little "dross" as any other element of the trade. "I have found the wholesaler always ready," he said, "to relinquish his private advantage to the good of the majority in the interest of harmony in the trade."

The meeting was presided over by President Jones with his characteristic vigor.

Lower Grade Problem Analyzed

The other outstanding feature of the meeting was a report of a study of the problem of marketing the lower grades of hardwood lumber. This report was delivered by G. A. Vangsness of the G. A. Vangsness Lumber Co. of Chicago, who headed a committee comprising, besides himself, H. S. Walker and R. J. Clark of Chicago, which was named by Mr. Jones at the annual meeting of the association in January. The report follows:

At our last meeting your president appointed a committee of three to investigate the advisability of instituting a campaign to educate the consumer to use lower grade lumber. This seemed necessary as the supply of high grade lumber is rapidly being depleted, and the supply of lower grades is greatly in excess of the demand.

The last report (January 1, 1922) of our own membership showed stock on hand 65,000,000 feet. The following percentage of grades: Firsts & Seconds, 13%; No. 1 and Select, 24%; No. 2 Common, 23%; No. 3 Common, 40%, with Firsts & Second in fair demand; the other grades very slow.

Your committee and its chairman upon making a personal survey in the trim or sash and door industry, and the furniture industry, find the following conditions: The trade is almost unanimous in their stand that we take the initiative by equipping our mills to work up our lumber to sizes used by them, and in that way eliminate nearly all waste and save millions of dollars annually on freight charges alone. The greatest objection we find to this is the lack of standardization in all lines where wood is used, and our belief is that if a

(Continued on page 23)



Steaming Gum Lumber Ahead of Yard Drying

By C. J. M.

A southern manufacturer of gum dimension stocks requests information concerning the steaming of this material. His desire is to pile the material into a steam box as fast as produced, close the box at the end of the day and steam during the night, removing the material in the following morning for air drying.

The information which he seeks deals principally with the construction features of the steam box, method and volume of steam supply and the pressure of the latter. As the questions are reflected in the following paragraphs, it is unnecessary to state the same here verbatim.

One of his questions, however, is based on an erroneous assumption, which requires explanation, to wit: "How long a steaming, at what pressure, will it take 'to drive the sap' out of the material?"

Proper Steaming Improves Gum

The writer has had considerable experience with steaming of gum lumber, and as a result of his observations has reached the conclusion that steaming will benefit gum lumber if properly done, and that it will likewise reduce the drying time of the lumber to some extent, not by causing a faster transference of the moisture from center to surface, and hence, a faster rate of drying, but by an immediate forced mechanical removal of a certain limited amount of the free water in the cells, from center to surface, and therefore a prompt but limited reduction of the moisture content of the gum wood, after which the drying proceeds no faster than if there had been no steaming. This, of course, applies only to gum containing free moisture, above fibre saturation, and this action of free water expulsion, is ascribed by Professor Tiemann as due to the expansion of the air within the inner cells of the gum wood. The writer fully concurs in that opinion, adding that the expanding air is probably assisted by the expanding water in the wood.

Aside from this forced removal of a very limited amount of free moisture there is no perceptible change in the "sap." This cannot be driven out by any amount of steaming, at any pressure. A small amount of leaching probably takes place near the surface, due to the action of the condensed steam, which in a small part is entering the wood before the latter has become thoroughly heated through. This water is later expelled, together with a portion of the free water already contained in the wood. There are probably also some chemical changes, due to the heat, which, however, could not affect the drying one way or another.

Benefits of Steaming Enumerated

The benefits actually derived from the steaming of green gum lumber are:

- (a) Equalization of the moisture content which tends to more uniformity in drying.
- (b) Expulsion of a limited amount of the free moisture contained in the wood and a consequent and proportional reduction of the drying time after the steaming.
- (c) Removal of all strains, internal and external, since the steam makes the wood plastic and it will dry in the position in which it is supported, assuming a permanent set without strains.
- (d) Improvement in coloring, especially of the sapwood which darkens considerably in steaming.

What Steam Pressure to Use

The writer has observed the steaming of gum lumber of various thicknesses in steel cylinders under pressure of 20 pounds steam (Kraetzer process). Steam was turned on and permitted to rise to 20-pounds pressure in about 20 minutes, when it was shut off, the lumber allowed to remain about two hours longer in the quickly diminishing steam pressure, and then removed to the yard. The maximum temperature to which the lumber had been exposed at 20-pounds pressure was about 259 degrees F.

Careful examination of many piles of gum lumber and of heavier dimension which had been subjected to the same treatment disclosed a very satisfactory condition.

On the other hand, the writer has also obtained very excellent results from steaming with high pressure steam, both saturated and superheated, at atmospheric pressure only, in ordinary steaming rooms and kilns, such steaming having been thoroughly tried out on vast quantities of gum lumber dried under the writer's supervision.

Temperature, Not Pressure, Does the Work

Temperatures were used, ranging from 150 degrees F. to 230 degrees F. (superheated steam), and many carefully conducted tests were made, in result of which the writer has concluded:

1st, that the temperature attained by the wood in the steam-saturated air controls the result.

2nd, that exposure to the steam must be of sufficient duration to heat the lumber clear through to the center, but that over exposure is neither desirable nor beneficial.

3rd, that the higher the temperature attained in the steam box or the kiln, the shorter should be the period of exposure.

4th, that if the steaming is to be done in steam boxes or kilns of ordinary construction, the temperature must be limited to about 180 degrees, to prevent unreasonable damage to the structures.

5th, that practical results can be obtained only with "live steam" of sufficiently high pressure to provide a sufficient and rapid supply of heat.

For the best results the steam should be well distributed into the kiln or steam box through a set of perforated pipes, arranged in the shape of an H, of which the two long pipes would run the full length of the room, perforated on their under side with $\frac{1}{8}$ " holes on two-inch centers, to discharge the steam against the floor. These two pipes would be $1\frac{1}{2}$ " pipe size and cross-connected at their center by a 2" pipe into which should be fed the steam through a 2" supply line, which latter should have a control valve immediately outside of the steam box or kiln.

In the case of our correspondent who proposes to construct steam boxes 25' long, the combined areas of the $\frac{1}{8}$ " holes on 2" spacing would just about equal the area of a 2" pipe, and the 2" pipe would deliver the steam to the room (7'x7'x25') as fast as desired, and without danger of building up any appreciable pressure within this room.

Night Steaming Is Feasible

As stated, the steaming is to be done during the night, the intention being to bring the steam pressure to 80 pounds, and then gradually let the boiler empty its steam into the steam box, without further firing. Such a proceeding is entirely feasible, provided that the boiler is of sufficient capacity to hold the amount of

steam required at the pressure stated. No information being given as to the size of the boiler, the writer has calculated the possibilities of the proposition on the basis of a 72"x18' return tubular boiler, and found that the heat available from the steam at 80 pounds, and that portion of the water in the boiler which will evaporate as pressure is released would, be sufficient to impart a temperature of about 180 degrees to the 3,000 board feet of lumber which the steam box is to contain, and to take care of the heat loss of the structure itself.

Thus the correspondent's proposition appears entirely practical, provided his boiler is sufficiently large, otherwise he will have to continue firing for an hour or two, until he has brought the lumber to a temperature of about 150 degrees, when the firing may cease and the steam then contained in the boiler at its maximum pressure of 80 pounds may be permitted to supply the balance of the heat required to complete the work.

The steam should be admitted to the steam box as fast as possible. It will condense very rapidly at first, as it comes into contact with the lumber, and there is no danger of building up much pressure in the room. Such a danger may exist only towards the end of the steaming, after the lumber has been thoroughly heated to more than 200 degrees, if the steam were permitted to flow into the room at the same rate as at first, assuming that the firing of the boiler was continued.

It is rather essential that good drainage should be provided. For best results there should be a double floor, a tight floor underneath, pitched to the center or to one end, from which the water is drained through a 4" cast iron pipe to the outside of the room. This drain pipe should be properly trapped to prevent the escape of steam.

Over this floor are to be laid the steaming pipes, with perforations downward, not against the lumber, and blocked about 4" above the floor. About 10" above this bottom floor is to be laid the piling floor proper, of 6" plank with 1" free spaces between these plank.

In general the construction of such a steaming room should be as steam and heat moisture proof as possible. It is desirable to provide a chimney type ventilator, 2'x2' in size, at about the center of roof, with a hinged, tight fitting cover, to be held down by a weight, to be opened about six hours after the steam was first turned into the steam box. There should also be provided two ventilating openings into the space between the bottom floor and the piling floor, these openings to be 12"x24" in area and one located at each end of the room. These must likewise be equipped with tight fitting covers, to remain closed during steaming, until the time arrives for cooling, about six hours after steam was first applied.

(Continued from page 19)

merged one into the other, the line of demarcation being left entirely to the judgment of the inspector, therefore they knew that differences of inspection were to arise. But as there was a way provided for the settlement of such differences of inspection, John did not hesitate to ship his lumber to the buyer subject to proper inspection.

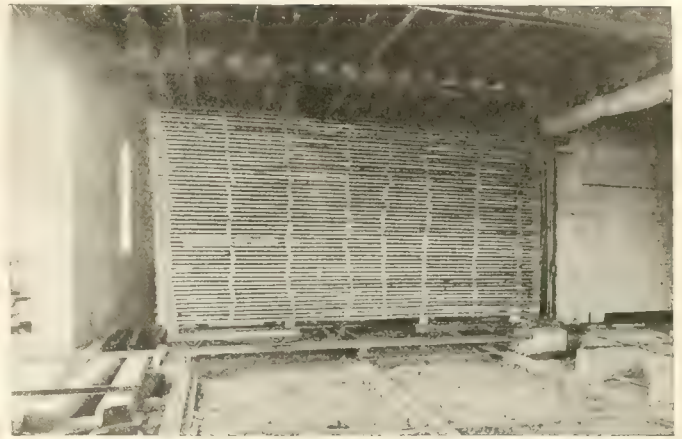
What we need now in the hardwood lumber industry is a sales code that has crystallized trade customs and standardized them so they may be used as a basis of settling disputes other than of grade and measurement. Also a sales code will improve the methods used in the hardwood trade by both buyer and seller. The buyer will be more explicit and make his orders cover all terms and conditions, and the seller will be more careful in filling his orders, which will make a more satisfactory business for each. It will eliminate a large percentage of the disputes which come up today, and those that it cannot eliminate it will have provided a way for a quick and fair adjustment.

In conclusion will say that no committee selected by any body of men can perfect a sales code for the hardwood trade that will be acceptable to all parties concerned immediately, no more than the trade that was willing to accept the grading rules of the National Hardwood Lumber Association when they were first organized, but such a committee appointed can codify existing customs and write a sales code that should be acceptable to the large majority, and this code can from year to year be perfected the same as have been the grading rules of the National Hardwood Lumber Association.

Very truly yours,

(Signed) J. H. Maassen,

Manager Cypress and Hardwood Dept. Chicago Lumber & Coal Co.



Battery of Four 34 ft Dry Kilns Used for Drying Cabinet Stock

Greater Profits and Better Work with Properly Dried Lumber

Lumber for fine cabinet work and good furniture, seasoned in a Sturtevant High Humidity Dry Kiln will not twist, warp or crack; the glue will hold and the joints will stay put. The green lumber can be put in this Kiln straight from the saw, eliminating delays and increasing your profits. With the



High Humidity Dry Kiln

The Kiln with a circulation you can understand

the moisture and temperature is kept exactly as you want it, day after day.

The moist, warm air is circulated and recirculated reaching every part of the lumber; consequently there is little or no wastage—another source of profit.

Isn't it worth your while to write for the new catalog 282? It is full of data and information that is of vital interest to you in your business.

615

B. F. STURTEVANT COMPANY
HYDE PARK, BOSTON, MASSACHUSETTS

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of Edward Hines it was decided to employ such an expert for this purpose.

In the discussion of low grade market questions, other means of increasing the sale of low grade were suggested, one member reporting that one lumberman in the North is marketing about 300,000 to 400,000 feet a year of 1x4 and 1x6 dressed and matched low grade hardwood for sheathing, it being pointed out that this field alone is susceptible to considerable expansion.

In conclusion of his report and of the morning session, Mr. McCullough discussed plans for advancing the market for maple and birch, reporting his committee had decided to continue on a somewhat reduced scale its former general advertising of upper grade birch, but that now the serious problem is to find some logical way of profitably advertising maple. In this connection a meeting will shortly be held with a representative committee of the Michigan Hardwood Manufacturers' Association, which will join the Wisconsin association in its maple advertising effort.

Following Mr. McCullough's talk, the members adjourned for luncheon, which was tendered by the association.

Letter from Osborn Read

The afternoon session came to order at 2:30 p. m. The first report was that of the secretary, in which he read a letter to the association from A. L. Osborn, of the Medford Lumber Co., of Oshkosh. Mr. Osborn, as chairman of the forestry committee, advocates the donation by members of the association of a small sum for the purpose of retaining permanently the services of O. M. Butler, at present forestry editor of the American Forestry Magazine, now employed for only a single year. Cards addressed to Mr. Osborn were distributed for use by the members in informing him of donations they wished to make. The letter impresses upon the members the necessity of having a man at the head of the forestry publications who is himself a practical forester. Mr. Butler, besides having four years experience at the Forest Products Laboratory at Madison, is well recommended by the chief forester of the United States Forest Service.

A report was made on the transportation situation, in which it was stated that immediate, definite prospects for the securing of lower rates for lumber and logs are not in sight, but that indications are that such reductions will be made within a short time. Committees of the Northern Hemlock and Hardwood Manufacturers met with a committee from the Northern Pine Association, and committees from the various railroads doing the carrying for the lumber companies, on April 27. No result came from the conference, according to the report, other than the inference from the attitude of the railroad committees that rate reductions would be favorable from their point of view, but that no action could be taken without the consent and approval of the Interstate Commerce Commission. So immediately after the meeting, the joint committee filed a protest with the Interstate Commerce Commission asking for an inquiry into the situation and a reduction in rates. Nothing will be done until the decision in the general case now being threshed out in Washington is reached. It was stated at the meeting that should the decision of the general case on rates not affect the lumber industry, that industry, especially as represented in Wisconsin and Upper Michigan, will fight the matter out along its own line. Considerable discussion followed the reading of the report, in which the attitude of the lumbermen present was clearly shown. It was pointed out by various speakers, that the rate reduction in the South amounts to discrimination if it is not extended to the Middle West. It was suggested that members take up the matter from their personal positions, and write to authorities and the various commissions stating their attitude. It was decided to ask the members of the association to do this, as the feeling prevailed that such a course would result in quicker and more certain action than would mere dependence upon the committee appointed to handle the matter. The consensus of opinion of members speaking seemed to be that rate reductions are in order at this time, and should be granted at once.

Defends Trade Associations

R. B. Goodman, of the Goodman Lumber Co., Goodman, Wis., gave the report on economics, which dealt largely with the attitude of the public, and of government officials toward the industrial association. Mr. Goodman explained in detail, the purpose for which associations are organized and stated that they were not meant to kill competition but to create intelligent competition. Trade associations, according to Mr. Goodman, make for the uplift of an industry in which they are organized, because they inevitably lead to better methods of production and marketing, and lead to greater efficiency in the conduct of factories and retailing organizations. The attitude of the government, as expressed through the press, and through individuals at Washington, is rapidly becoming one of misunderstanding of trade associations. It is claimed that there are those who hold that an association is a combination in restraint of trade. The report of Mr. Goodman tended to disprove this theory, and conclusively showed that such is not the case. It was stated on behalf of the lumbermen that governmental interference in trade activities of the Northern Hemlock and Hardwood Association is not desired, since it is the belief of the association that those in control of its activities can handle its affairs. In pursuance of this belief, and in an attempt to let the public know what the association's reasons for existence are, the following resolutions were drawn up:

Declaration of Principles of Northern Hemlock & Hardwood Manufacturers' Association

WHEREAS, doubt and confusion exist in the public mind as to the character, activities and purposes of trade associations, be it
RESOLVED, the following declaration of principles be made:

1—This association is composed of competing manufacturers of hardwood and hemlock lumber in Wisconsin and Upper Michigan, and extends the privilege of membership to all manufacturers in this territory who produce at least 50 per cent of the amount of lumber they sell.

2—The general purposes of this association are collectively to promote the interest of the large number of small operators in efficient methods of logging and manufacturing forest products, advocating correct principles of cost and income accounting, forest management, promotion of proper industrial relations with the employees of the industry through sanitary working conditions, continuous employment, and safety appliances, and efficiency in production through elimination of waste—

3—And generally to promote the interest of the members in the marketing of their products through the study of traffic problems and proper adjustment of lumber freight rates through technical research as to the qualities, preservation and efficient use of lumber and other forest products of its members and through advertising and trade extension to enable these products to compete with other species of lumber in the central markets.

4—This association, through its affiliations with other lumber manufacturing associations, maintains standard rules of inspection for the grading and measuring of lumber and other forest products, so that they may be sold by each member on a fair competitive basis with every other manufacturer of lumber.

5—This association collects and disseminates statistics as to the lumber produced and in the hands of its members, and the amount shipped and sold by manufacturers in this territory and in all other principal producing regions of the United States to the end that the individual member of this association may have a knowledge of conditions approximately equal to that possessed by the wholesale buyer of his lumber.

6—In view of the injunction in the Hardwood Case, this association has discontinued the reporting and discussing prices for which specific items of lumber or other forest products are sold to the wholesaler and consuming manufacturer, as an association activity. It is believed, however, that all competing manufacturers of lumber in all regions do continually discuss these topics of vital interest to their business as do the buyers of these products, and we recommend that it is in the public interest in promoting intelligent competition and eliminating destructive competition that this association collect and publish accurate market sales statistics under some plan not in conflict with the opinion of the Supreme Court.

7—As an association we advocate a government of law and not a government of man. We have confidence in the wisdom of Congress to enact just laws defining the economic rights of the public and the individual citizen. We have confidence in the wisdom of the courts impartially to interpret such laws so that the rights of the individual and the public may be safeguarded, and we have confidence in the

executive branches of the government to administer such laws without discrimination, but we are unalterably opposed to the regulatory, supervisory intervention of public authority in the conduct of association activities and the individual conduct of private business.

This statement of principles is endorsed by the affirmative vote of the members of the association at the regular quarterly meeting, Milwaukee, May 5, 1922.

Plan for Honest Deliveries Discussed

Edward Hines of the Edward Hines Lumber Co., Chicago, told the session of a conversation he had had with Herbert Hoover in Washington recently, in which the question of trade associations, and integrity of business practices and firm policies came up for the greater part of the discussion. Although Secretary Hoover assured Mr. Hines of his sympathy with the manufacturers, he stated that hundreds and thousands of letters had been written him from all parts of the country, by the public and retailers alike, in which the condemnation of sharp practices by lumber manufacturers and by certain manufacturing retailers, including, of course, the retailer, proper, was very vehement. Evidence introduced by means of these letters showed that the practice of mis-labeling and miscounting shipments of lumber was growing intolerable. More discussion followed the talk by Mr. Hines than occurred after any talk during the closing session of the convention. Although the almost unanimous opinion of the members seemed to be that some action must be taken in this matter by the manufacturers themselves, nevertheless the method to be employed was not universally concurred in. Suggestions made by several members that the product itself be stamped with the grade at the manufacturer's were held impractical by the vast majority of members present, who finally concurred in a scheme presented by C. A. Goodman, of the Sawyer Goodman Lumber Co., of Marinette. Mr. Goodman had been appointed, together with Edward H. Hines, as delegate to a conference to be held at Washington by the Secretary of Commerce, which will be attended by delegates from the architects, lumber retailers, lumber manufacturers and railroads. The purpose of this meeting is to act on this very question of lumber marketing and lumber counting. Mr. Goodman's suggestion was that he bring before the conference a system involving certified association inspectors in every manufacturing plant and mill, and under control of a chief inspector, to whom each mill inspector is responsible. A card certifying the number of feet and the grade and quality of the lumber contained in each car of every shipment would be vouched for by the association through its chief inspector. The double advantage of such a system is that it eliminates unfair competition on the basis of a fair counting and marking, and that it tends to make the name of the association a synonym for honesty. In other words, the plan, while on the exterior is an effort to protect the consumer and retailer, will actually redound to the advantage of the manufacturer through the reputation gained by honest policies.

The suggestion was also made, but not acted upon, that the association advertise its purpose in this regard, and sign all advertisements with the name of the association and a list of individual members, thus gaining for members the benefit of their new policy. It was stated that Secretary Hoover's attitude is one which will be of benefit to the lumbermen, as he entertains no false notions regarding the various sharp practices from a business point of view.

The secretary then read a report on logs and bark showing that shipments were very good, and highly favorable, and this report, which is not yet put into definite shape pending arrival of more statistics, closed the session. A directors' meeting was held immediately after the regular meeting.

Ravages of Flood Waters at Height in Lower Mississippi Valley

Flood conditions are still extremely severe throughout the lower Mississippi Valley territory from the Missouri state line to New Orleans. The crest of the last rise in the Mississippi has passed south of Memphis and is now making its way to the gulf. In the lower part of Arkansas and Mississippi and in the northern part

of Louisiana, however, the river is now higher than at any time since the rise began, and the strain on the levees is the greatest ever experienced. Moreover, the area covered with back, surface and overflow waters is without parallel in the history of this region. Hundreds of thousands of acres are inundated. In five parishes in Louisiana it is estimated that 1,400 square miles are covered to a depth of many feet. This is the result of the break in the levee at Ferriday, La., which has poured the flood waters of the Mississippi over a vast area. The country in the path of these flood waters is described as a veritable inland sea. Heavy rains have added to the volume of surface waters and the lowlands are in such condition that it will be weeks before anything can be accomplished in the way of logging.

There has been only one serious break in the main levees, that at Ferriday. But the danger of further breaks is still acute. Interests in Memphis with mills in the flooded area are fearful that further breaks will occur and that the inundated area will be still further enlarged. It is estimated that there are thirty-five to forty hardwood mills and other woodworking plants in the path of the flood waters pouring through the crevasse at Ferriday. Some of the owners have suffered very heavy losses in damaged stocks and in lost lumber and logs. They do not themselves know yet the extent of their losses. The devastation to farming and timbering interests, however, is declared unprecedented. Some idea of the seriousness of the situation may be gathered from the statement that there are 70,000 people homeless in southeastern Arkansas and northern Louisiana alone.

Hardwood production is completely demoralized in the lower valley territory. Where mills have not been directly affected by the flood waters they have been cut off from their timber supplies because of inundated railroads, both private and public. Even as far north as Memphis, where the crest of the third rise has already passed, not more than 25 per cent of the mills are running. The others are unable to bring in logs. Some of the mills in New South Memphis are directly affected by backwaters coming in through Nonconnah creek. But the majority are unable to accomplish anything because they cannot bring in the necessary timber. A similar situation applies at all of the principal cities along the Mississippi. Occasionally a plant is kept in operation by bringing in logs from the hill lands. Practically nothing is coming out of the lowlands. Mills dependent on these are out of commission now, and it is likely to be some time before they will be able to resume.

Hamilton Love Succumbs to Long Illness

One of the leading lumbermen of Nashville, Tenn., Hamilton Love, of the firm of Love, Boyd & Co., died at his home in Nashville, Tenn., on May 2, after a long illness. Mr. Love was in his forty-seventh year and is survived by his wife and two sons, Robert and Hamilton, Jr., the latter of whom is a midshipman at the U. S. Naval Academy, Annapolis, Md.

At the beginning of his career Mr. Love was a reporter on the Nashville American, but for twenty years had been a member of the firm of Love, Boyd & Co., and prominent in lumber and other business affairs of Nashville and the country at large. He was the first president of the Nashville Lumbermen's Club, organized in 1910, and served several terms as a director of the National Hardwood Lumber Association. He was the author of "The Hardwood Code," a telegraphic code used extensively in hardwood trade. He was a charter member of the Nashville Chamber of Commerce, the Nashville Traffic Bureau and the Rotary Club. Seven years ago he served as president of the Rotary Club. He was a director of the Fourth and First National Bank, a member of several prominent clubs and of the West End Methodist church.

Euler Takes Charge of Fish's Chicago Office

The position of manager of the Chicago office of the Charles W. Fish Lumber Co., Elcho, Wis., has been succeeded to by V. J. Euler, who for some time has been in charge of the company's wholesale department in the Chicago office. L. B. Smith, manager for more than a year, has resigned and will go into business on his own account, specializing in northern lumber, with headquarters at 1002 Great Northern building.

Mr. Euler is an experienced hardwood merchandiser and has been connected with the Fish concern for about two years and a half. He was at first stationed at Elcho as assistant sales manager, and later was Eastern representative, with headquarters at Syracuse, N. Y. This office was closed on January 1 and Mr. Euler transferred to Chicago, where he opened a wholesale department for the Fish company.

The local office will remain in the Otis building.

Who's Who in Woodworking

E. G. HUTHSTEINER
Treasurer and Manager
Tell City Furniture Company
Tell City, Ind.



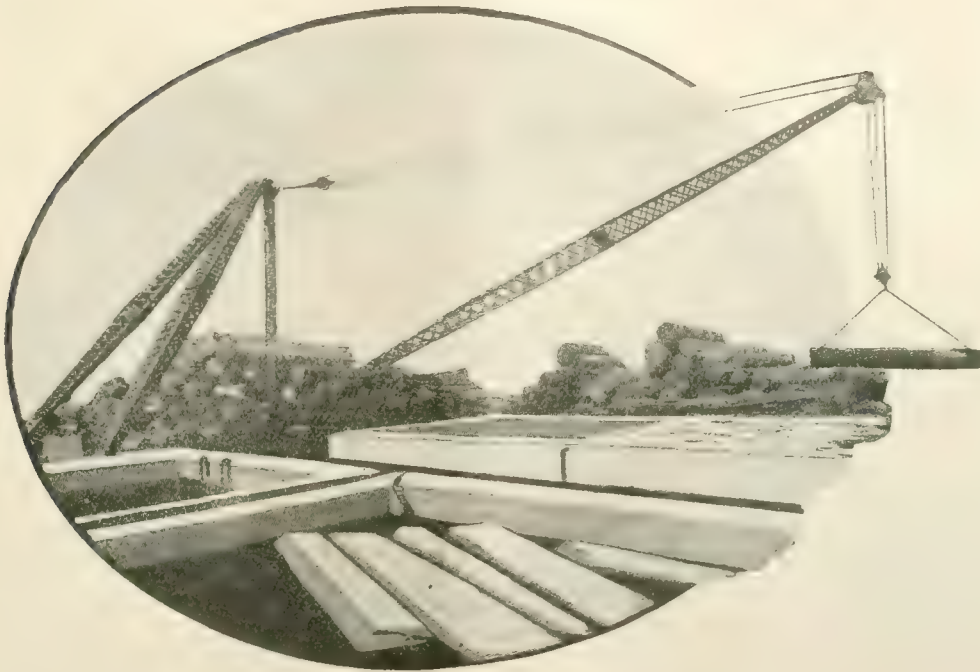
“**I** ALWAYS TRY to give the best value possible for the money received.” It is upon this solid foundation that the success of E. G. Huthsteiner, treasurer and manager of the Tell City Furniture Company, Tell City, Ind., is based. It is to this policy that Mr. Huthsteiner himself credits “whatever success I may have had in the furniture business.”

But it must not be inferred from this that Mr. Huthsteiner is a man who is given to the pleasant sport of talking about himself. He only gives up information of the kind quoted above when under pressure of questions put as only a reporter or a prosecuting attorney can put them. He is a reticent man and a modest one, and his values are as solid as those he puts into the bedroom suites he makes out at Tell City.

Mr. Huthsteiner came into this troubled world on Jan. 31, 1867, which indicates that he is a young man still. His father was a banker and the young man's first business experience was in the Tell City National Bank, in which his father was a cashier. When he was fourteen he began working in the bank during summer vacations. He continued at this sort of work until he was seventeen, when his father, who was one of those old fashioned

(Continued on page 28)

Steaming



THERMOSTATICALLY CONTROLLED STEAMING VATS

These vats, efficiently manned, guarantee uniform
and thorough steaming of the logs used
in the manufacture of our

Superior Veneers

Wood-Mosaic Company

INCORPORATED

LOUISVILLE, KENTUCKY

Representative
H. ROBERTSON
232 Lyon St. N. W.
Grand Rapids

Representative
GEO. W. STONEMAN & CO.
845 W. Erie Street
Chicago

(Continued from page 26)

men, who believed that every boy needed the discipline of a useful trade, got him a job in a woodworking plant, where he could learn the woodturner's art.

Young Huthsteiner remained at the woodturner's lathe until he was about 20 when he quit this engrossing business to go clerking on a steamboat running the sluggish Ohio river between Louisville, Ky., and Evansville, Ind. He kept at this until he became head clerk or purser.

By 1892 Mr. Huthsteiner had tired of cussing nigger roustabouts and seeing the world from the mud deck of a river steamer and went back to Tell City to resume the dignities of bank clerk. For the next five years he was a banker and forgot the picturesque language of the riverman. Then he quit to go into the general insurance business.

It was not until 1907, that, by buying a little stock in the Tell City Furniture Company, he became interested in the furniture business. His active interest in the furniture business did not, however, begin until March, 1912, when he was offered the job of manager of the Tell City Furniture Company and at the insistence of the directors of the company, accepted it.

Since that time Mr. Huthsteiner's biography has been involved in the growth and increasing prosperity of the Tell City Furniture Company, of which he is still manager and treasurer. Since he took hold of the plant its production capacity has been more than quadrupled. The plant has been improved to a state of high mechanical efficiency and the company placed in a strong financial condition, which permits the regular payment to the stockholders of satisfactory dividends. When Mr. Huthsteiner took hold the factory was producing a very ordinary line of bedroom furniture, but it is now turning out a high class line that will stand comparison with any in the country. The highest manufacturing standards are maintained at the plant and some of the finest veneers and hardwood lumber obtainable are used in the furniture produced.

During his career as a furniture manufacturer Mr. Huthsteiner has found the time and energy not only to improve his own organization, but to take part in the progressive co-operative movements of the industry. He has been an active member of the National Alliance of Case Goods Manufacturers and a member of its executive committee since its organization. He is also a member of the National Council of Furniture Associations, being a delegate to that body from the National Alliance of Case Goods Manufacturers. He was a member of the school board of Tell City for eight or nine years and president of the Tell City Chamber of Commerce a number of years.

Detroit Buyers Announce Strengthening of Hardwood Market

"There has been a considerable strengthening in the undertone of the market, and quotations are now made at advance figures over a month ago," begins a consensus of opinion on the hardwood lumber outlook, which was formulated by the Purchasing Agents' Association of Detroit at a lumber commodity meeting of that organization in Detroit, Mich., on April 22, with C. H. Stever as chairman.

The market survey continues:

However, because of special conditions, financial and otherwise, affecting various firms, lumber desired in large quantities by firms of high credit rating is being secured at the same prices paid a month ago. But this is proving increasingly difficult, and we do not believe that this will prevail much longer.

The expected increase in purchasing for building is now taking place to a large extent. Further, the long-hoped for increase in railroad buying is beginning to be noticed. On the other hand, buying by the furniture industry, and particularly the agricultural industry, is still on a small scale, but the outlook for both of these is for a gradual increase in purchases.

One unforeseen factor which will greatly affect the lumber market are the flood conditions throughout almost the entire Mississippi Basin and principal tributaries. These are more severe than for a number of years and are putting out of operation a large number of lumber mills. This condition by lessening supply will, to that extent, have an upward effect upon the market at least until these mills are able to run again, which will probably take two or three months.

Summarizing: In placing orders at today's prices for requirements during the next three months buyers will be safe, because any price changes which take place will be upward and not downward. In this we refer particularly to the best grades of hardwood lumber which are used so extensively in this territory. There is still so much greater supply than demand of cheaper grades that real price concessions are made to move same in large quantities.

FACTORY AND CRATING LUMBER: This market is paralleling very closely the developments in the hardwood market. There is a strengthening in price for the best grades, and every indication that prices will be higher than they are today during at least the next three months. There is still the same lagging behind in price for the cheaper grades because of the very slight demand. And appreciable price concessions can be obtained in quantity purchases.

Clubs and Associations

Manufacturers Confer and Will Confer with Hoover on Grade-Marking

To make arrangements for putting into effect the resolution of the National Lumber Manufacturers' Association adopted at the recent meeting in Chicago, which called for cooperation with the Department of Commerce for the grade marking of lumber and other means of protecting the buyers and users of lumber, John W. Blodgett, president, and Wilson Compton, manager, of the National association were in conference with Secretary of Commerce Hoover at the Department of Commerce, April 25.

Plans were discussed whereby the department and the National association will join in the effort to encourage the observance throughout the lumber trade of definite standards of grade and quantity, standard sizes and grades, and will discourage the making of deliveries short in amount or inferior in quality. Mr. Hoover offered enthusiastic aid in carrying out this work from which much good is expected to result.

A committee composed of one member from each subscribing association of the National will be appointed for the purpose of considering this subject in detail with Secretary Hoover. The following principles will serve as a guide for the committee: (1) The grade marking of lumber, as a means of protecting the buyers and users of lumber. (2) Such marks, in connection with the grade marking as will make possible the identification, through the association, if any, to which it belongs, of the mill manufacturing and shipping the lumber. (3) The placing, in each car of lumber at the mill shipping such lumber, of a card giving a piece tally of the grade or grades of lumber contained therein. (4) A simplification and standardization of sizes, fair and equitable to the producers of lumber, which will eliminate the waste incident to excess variety, and confusion, of sizes. (5) The rigid maintenance of grades (and of standard sizes, if established) through association inspection.

The National representatives also gave the secretary an invitation to use as he sees fit all of the statistical information which is compiled and distributed by the National association. Such information, if the secretary desires it, will be placed in his hands immediately upon being compiled. He is being urged to give this lumber information publicity each week. If such arrangement is made it will be the first involving the publication by the department of trade association statistical information covering periods of less than one month.

Michigan Millmen Meet in Detroit May 18

A special meeting of the Michigan Hardwood Manufacturers' Association will be held at the Statler Hotel, Detroit, Mich., Thursday, May 18, at 10 a. m., Detroit time. F. O. Barden, president, and J. C. Knox, secretary, are urging a full representation of the membership, as matters of importance, such as standardization of sizes and grades of lumber and current information surrounding the lumber industry, are to be handled.

Millwork Cost Bureau Moves

The Millwork Cost Bureau, formerly located at 11 South La Salle street, Chicago, has removed its headquarters to more commodious and convenient offices at 605 North Michigan avenue. In advising of the change Secretary W. P. Flint writes: "The expanded service and increased membership have overtaken our former quarters, and it became necessary to obtain more space. The change places us in position to render even more efficient service than heretofore."

Southwestern Millmen to Meet in Texas

George Schaad, Jr., secretary of the Southwestern Hardwood Manufacturers' Club, with headquarters at New Orleans, calls attention of the members of that organization to the fact that the May meeting of the club will be held at the Bender Hotel at Houston, Tex., instead of at New Orleans as usual. The meeting will take place on the third Wednesday of the month, May 17. Plans are being made for a record-breaking gathering, with special efforts being made to draw into the meeting practically every hardwood operator, whether member or non-member, of the great Lone Star State.

Long-Bell

Southern Hardwoods

For the Manufacturer

*Distinctive
in
Manufacture
Texture
Grade
Quality*

RED GUM
SAP GUM
BLACK GUM
TUPELO
WHITE OAK
RED OAK
YELLOW POPLAR
ASH, ELM
CYPRESS
HICKORY
MAGNOLIA
MAPLE, BEECH
HOLLY
BASSWOOD

THE NATIONALLY KNOWN brand, Long-Bell, is found upon 15 kinds of hardwoods used industrially. Two large modern band mills—one at Pine Bluff, Arkansas, and one at Crandall, Mississippi—are engaged exclusively in turning Southern hardwoods into lumber to be used by furniture makers, automobile manufacturers, and by countless other industrial concerns, both in America and abroad.

Hardwood manufacturing with Long-Bell is a distinct department. Its hardwoods, not only pass through exclusive hardwood mills, through machinery designed especially for hardwood cutting, but these mills are supervised and manned by men whose entire training and experience has been with hardwoods.

The Pine Bluff mill cuts Oak, Ash, Elm, Cypress and miscellaneous hardwoods. In conjunction with this mill is the plant that produces the nationally known Long-Bell Forked Leaf Oak Flooring. The Pine Bluff mill operates in the famous Saline River Lowland District where hardwoods are exceptionally fine. The Crandall, Miss., mill operates in the Bucatanna Basin Region, also noted for the high quality of its hardwoods. These hardwood plants produce more than one-quarter million feet of hardwoods every day. Of this amount 170,000 feet is Gum.

All hardwoods produced by The Long-Bell Lumber Company are identified with the brand, Long-Bell, which is applied on one end of the lumber as it is manufactured.

The Long-Bell Lumber Company
KANSAS CITY, MO.

In Veneer Mills Everywhere—



THE "PROCTOR" AUTOMATIC VENEER DRYER

YOU will find the "Proctor" Automatic Veneer Dryer used and recommended by the best-known veneer mills from coast to coast.

Whether drying fir in Oregon, pine in Maine, or hardwoods in the Mississippi Valley, the "Proctor" Dryer has proven satisfactory and economical beyond the best work of any other equipment.

Whether drying fine figured woods or the more lowly crate or core stock, the "Proctor" Dryer has always made its users sure of uniformly perfect drying, without warping or checking—a matchless quality of flat, pliable veneer.

Send for our Catalogue No. 57.

PROCTOR & SCHWARTZ, INC.

FORMERLY THE PHILA. TEXTILE MACH'Y CO.
PHILADELPHIA, PA.

"Proctor"
DRYERS

West Is Choice of Cincinnati Club



J. C. West, President

By a majority of two votes J. C. West, West Lumber Company, was elected president of the Cincinnati Lumbermen's Club, defeating A. Earl Hart, Leland G. Banning Lumber Company. The election, which was held in conjunction with a meeting and dinner at the Hotel Metropole on May 1, was the most spirited in the history of the club. Mr. West was elected first vice-president of the club a year ago, but had been serving as president since Newell H. Hargrave resigned several months ago.

Roy E. Thompson, Thompson Hardwood Company, was re-elected treasurer. John R. O'Neill, Tennessee Coal & Lumber Company, was elected first vice-president; George

M. Morgan, Nicola, Stone & Myers, second vice-president, and W. F. Gammage, lumber exporter, secretary. Mr. Gammage had no opposition for the secretaryship. Messrs. West, Morgan and Thompson were candidates on the Regular ticket and Mr. O'Neill on the Independent ticket.

Judges of the election were J. Watt Graham, Samuel Richey, Richey, Halstead & Quick Lumber Company, and Edward Barber, Howard & Barber. D. H. Moul, Moul Lumber Company, served as acting chairman during the election.

Cincinnati Lumbermen Open Golf Season

The Cincinnati Lumbermen's Golf Club opened its playing season at the Hyde Park Country Club, May 2. Eighteen members, more than half of the club's membership, took part in the playing, which was up to the standard despite the fact that it was the first appearance of many of the players on the greens this year. Herbert Bauman, Bauman Lumber Company, carried off the afternoon's honors with the lowest net score of 74, while A. E. Hart, Leland G. Banning Company, finished second with a net score of 78. Following the game the players enjoyed a dinner at the club house. The members who took part in the playing and their scores are as follows:

NAME	Gross	Handicap	Net
Herbert Bauman	104	30	74
A. H. Cordes	99	9	90
L. C. Cordes	96	12	84
Arthur Frelberg	104	19	85
George Hand	102	10	92
Earle Hart	108	30	78
W. B. Hay	100	18	82
W. H. Hopkins	105	23	82
Lewis Lewin	115	29	86
E. O. Robinson	95	12	83
Roy Thompson	116	23	93
J. C. West	104	10	94
D. H. Willie	106	18	88
Lewis Doster	101	21	80
H. S. Needham	117	30	87
A. L. Peters	91	11	80
Wm. Bailey	107	23	84
W. R. Bass	103	18	85

At a special meeting of the club on April 28 the following new members were admitted: A. L. Peters, Cincinnati Sash & Door Company; H. S. Needham, Krauss Brothers Lumber Company, and W. R. Bass, Union Central Life Insurance Company.

E. M. Bonner, Atlas Lumber Company, and J. C. West, West Lumber Company, presented an amendment to the constitution to increase the membership from forty to fifty, which was unanimously adopted.

At the conclusion of the business session the members were the dinner guests of E. O. Robinson, president of the club. The dinner was served at the Highland Country Club, Fort Thomas, Ky.

Northern Wholesalers to Meet in Milwaukee

The first quarterly meeting of the Northern Wholesale Hardwood Lumber Association for 1922 will be held at the Milwaukee Athletic Club, Milwaukee, Wis., Friday, May 12, according to announcements sent out by T. T. Jones, president. The first session will be called to order at 10:30 o'clock in the forenoon. Matters of importance preliminary to the annual meeting of the National Hardwood Lumber Association will come up.

Eleven Years' Campaign for Figured Gum

Louisville Veneer Mills Pioneered in the Field and Won Leadership Through Advertising

*By H. E. Snyder, The Louisville Veneer Mills, Louisville, Ky.

Nearly every one has read somewhere and at sundry times the statement accredited to Emerson, "If a man makes a better mouse-trap, though his house be in the woods, the world will make a beaten path to his door." It is our opinion that this theory is all wrong, and that the concern that believes in it will not long continue to make mouse-traps, or any other commodity, but will soon be forgotten. Their more enterprising competitors, who believe in telling people what they are doing, through advertising, will be in the limelight and serving the trade.

This has been the thought constantly behind our advertising of figured red gum. The Louisville Veneer Mills were the pioneers in the exploitation and development of figured red gum, veneers and plywood, and fired the first shot in their campaign in a half-page advertisement in the October, 1911, issue of *Veneers*. Shortly after, space was increased to full pages and run in every issue of *Hardwood Record*, *Veneers*, *Furniture Manufacturer*, *Artisan*, and *American Furniture Manufacturer*, besides "direct to consumer" advertising from time to time.

We also ran full-page copy in trade papers with retail dealer circulation, such as *Grand Rapids Furniture Record*, *The Furniture Journal* (of Canada), *The Furniture Worker* and *Talking Machine World*. This was done with the idea in view of acquainting the dealer with figured red gum, its attractiveness and the ready salability of products made from it.

Then others joined in, and today there is an annual appropriation of many thousands of dollars for advertising gum, particularly figured red gum, by one of the lumber associations, and a very large amount of advertising by individual manufacturers.

There is no question but that the success of the efforts to popularize figured red gum was due largely to the inherent qualities of the wood. It had several strong appeals; it is of unusually pleasing color and prominent markings of figure; it is easy to obtain most attractive designs through matching; there is a minimum of waste; it takes a fine natural finish, bringing out its full beauty, and it soon proved its thorough adaptability for fine cabinet work.

Although used abroad for some years, comparatively little was known of figured red gum, or Nyssa (botanical name), prior to about 1911, principally because our people had not become properly acquainted with its great possibilities. American manufacturers of furniture and allied lines were at first inclined to regard figured gum as a novelty, but certain progressive manufacturers, fully realizing the advantages of broadening the market for their product, adopted this wood with very gratifying results. Now it is prominently featured in the lines of some of the largest factories making furniture, doors, interior paneling, etc.

No furniture dealer's stock is now complete without a line of figured gum furniture. With its pleasing brown tone and beautiful figure, it immediately attracts the attention of prospective buyers. The design and appearance of a piece of furniture have practically everything to do toward making the sale.

The manufacture of figured red gum is a specialty, and requires special organization in the woods and in the factory. Unlike oak, where practically every fair sized log that is sound can be counted upon to produce nicely figured quartered veneers, there is only a small percentage of gum logs that have strong enough mottle to be classed as figured. They must necessarily be subjected to the most scrutinizing inspection; as in many instances, where logs apparently show every indication of being well figured, opening

them up for flitches will disclose the fact that they are too plain for figured face veneers, and must therefore be sawn into boards.

Figured red gum veneers are cut into standard thickness of 1/24 in. from quartered flitches on slice cutting veneer machine. The custom is followed of submitting full-sized samples from each flitch to prospective users, to show exactly the character of wood offered, on account of the wide assortment of figure and color.

It has been considered very desirable to retain together the entire output of veneers from each log or tree, so that large quantities of veneers of uniform figure, color and texture can be obtained. This is particularly desirable for interior trim, as often in large office buildings and hotels an entire floor is specified by the architects to be in a certain wood, and the doors, paneling and trim can be made from identically the same wood, insuring a uniform effect throughout. This feature is also appreciated by the manufacturers of furniture, in matching up their entire suites uniformly.

It is generally recognized that a trade mark—that important asset by which many manufacturers are best known—should be indicative of the nature of one's particular business; so a circular symbol, which is reproduced in the advertisement shown in this article, was evolved.

Believing in figured red gum and its thorough adaptability for high grade cabinet work, we have kept "everlastingly at it," and today are nationally known as "headquarters for figured red gum products." We have tried to get the idea across in our advertising that when the trade wants figured red gum veneers and plywood, the Louisville Veneer Mills is the place to get it, and steadily increasing sales prove that we have succeeded.

In the early stages of our advertising campaign, we laid a great deal of stress upon the material itself, our illustrations, in color, showing the manufacturer and dealer the splendid effects which it is possible to obtain, and creating a desire on their part to handle this beautiful material.

Later, as figured red gum became a standardized cabinet making material, we devoted much of our space to demonstrating that our house, as a specialist and pioneer in the manufacture of the wood, could render the best possible service. In other words, the usual development from purely educational to direct selling copy has come about.

Buyers are impressed with the fact that it pays to deal with those who have had experience in the line of work in which they are interested; and hence we have emphasized in our copy that our company has been active in the promotion and manufacture of figured red gum for eleven years. A typical piece of copy of this character, emphasizing our trade mark, was as follows:

"Early in 1911, foreseeing the great possibilities of figured red gum—we had been supplying veneers and panels in this wood in moderate quantities previously—we inaugurated our extensive advertising campaign, endeavoring to enlighten the cabinet trade as to the thorough adaptability of figured red gum, its easy working and finishing qualities, etc.

"We then began the manufacture of figured red gum veneers on a greatly increased scale, cutting only the very choicest logs into veneers, knowing that we had a reputation to make for 'Louisville' figured red gum.

"It is generally recognized that a trade mark—that important asset by which many manufacturers are best known—should be indicative of the nature of one's particular business, and 'Figured

*Published by courtesy "Class," Chicago.

Red Gum* (in circular symbol) was selected, as we had become and still are nationally known as the Figured red gum specialists and leading producers."

The arrangement of the words lends itself to the use of color in bringing out the "red" syllable. This is frequently employed.

The use of samples has been referred to above. This has proven to be one of our most effective selling ideas. While many manufacturers and distributors of veneers have used samples heretofore, few have emphasized their willingness and desire to submit them to the user as we have. In practically all our advertising we have announced that full-sized samples are furnished on request. The manufacturer who has an opportunity to look over these samples, in sizes large enough to enable their effect in use to be visualized, is almost certain to be impressed with their beauty and with their adaptability to his particular line.

We also brought a new idea into use in reproducing in our advertising photographs of products made from figured red gum. Previously most advertising of veneers and panels had shown the

materials themselves, or had been run without illustrations. When we began showing the final product, in colors, which gave a splendid idea of the possibilities of the material, it made a very favorable impression on manufacturers.

The Louisville Veneer Mills manufacture a complete line of veneers and panels, and can supply the consumer with any class of thin lumber or plywood desired. However, the value of specialization is shown in our case, since a large percentage of our business today is in figured red gum products. Our position in this respect is so thoroughly established, as the result of the prestige and goodwill accumulated through the past eleven years of aggressive advertising and careful manufacturing, that this business is much more satisfactory to us, and we believe to our customers, than the ordinary run of trade.

We have tried to make a better product, and while we are willing to sacrifice modesty sufficiently to admit that the world has made a fairly well-defined path to our plant, we agree that it was good advertising back of a good product that turned the trick.

Construction Begins on American Furniture Mart Building in June

The American Furniture Mart building, which will be the largest furniture exhibition building in the world, and afford the first real big scale concentration in Chicago of furniture exhibits, has passed beyond the stage of promotion and become an actuality. The project, great as it is, involving the expenditure of six millions of dollars, and the creation of 1,500,000 feet of floor space on sixteen spacious floors, is no longer a proposal but an established fact.

Final working plans have been made and general contract closed by the American Furniture Mart Building Corporation with the Wells Brothers Construction Co., 914 Monadnock building, Chicago, and the latter are almost ready to begin work.

Ninety-two hundred tons of structural steel have been purchased from the American Bridge Co. and the Inland Steel Co. has been given an order for 2,700 tons of re-inforcing for concrete work.

Not later than June 15 construction will be under way and within the months that follow the great building that is to serve as a living monument to the furniture industry and to Chicago as a national furniture exhibition center, will steadily lift its handsome vertical bulk of brick and terra cotta above the shore of Lake Michigan, upon which it will be built.

In June, 1923, the huge building

will be opened for its first great furniture show, when will be inaugurated a new era in American furniture merchandising history and Chicago's greater career as a furniture exhibition center begin. Already six solid floors of exhibition space have been leased by co-operating manufacturing firms in various communities for the standardized ten-year period. For example, manufacturers in Indiana have leased two entire floors of the building. House furnishing lines of every description are already definitely located and will be on display when the retail furniture merchants of the country attend the opening in June, 1923. These lines already include carpets, kitchen cabinets, case goods, chairs, stoves, tables,

novelty lines, toys, refrigerators, bed davenport and regular upholstered lines, fibre and reed furniture and baby carriage lines.

Some of the best known furniture manufacturers in the country are among these early lessees and are lending their practical support and endorsement to the building.

The general contractors responsible for the erection of the building, Wells Brothers Construction Company, Chicago, enjoy a history of achievement in industrial and commercial construction which gives assurance, if any further is needed, that the building will be of

(Continued on page 45)



Henry Raeder, Architect

THE AMERICAN FURNITURE MART, ARCHITECT'S FINAL DRAWING

LOCATION—Chicago, seven blocks north of Madison street, three blocks from Lake Michigan.

SIZE—Sixteen stories and basement, over 1,500,000 feet of floor.

CONSTRUCTION—Concrete and steel, terra cotta and brick exterior, well finished and fireproof.

ARRANGEMENT—20 x 100-foot exhibition space

units fronting on marble corridors, fireproof partitions between spaces, plate glass fronts at aisle exposures, doors locked when salesmen not in attendance.

CLUB—Half of top floor for the Furniture Club, containing all features of modern city club except sleeping quarters.

[illegible]

Have YOU Responded to These Messages?

For exactly one year, we have published these monthly messages to the users of Plywood. In this time, a great many have read, believed, and remembered what we said about the Plywood from Algoma. When they needed Plywood, they wrote to Algoma, and tested the claims we had made month by month.

Thus others—many of them—have responded, and are glad they did so. They are now regular users of Algoma, the Better Plywood.

In these stories we have reflected the

spirit of Algoma. They emphasize our standards of excellence—in the matching of grains—in the gluing—in the accuracy of each dimension—in the surfacing—in the seasoning—in all the things that go to make a Plywood truly better.

A fact—There is nothing which another Plywood manufacturer can offer you which cannot be had from Algoma. This is a broad statement—but *true*. Find out for yourself that Algoma means Better Plywood.



ALGOMA PANEL COMPANY, *Algoma, Wis.*

WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."



WE ARE TELLING THE
PUBLIC: "BE SURE YOUR
WALNUT IS REAL WALNUT."

"The Cabinet-Wood Superlative"

Insure Your Profits

Did you ever stop to reflect, Mr. Manufacturer, on the fact that you are always sure of a *ready sale* at a *fair price* for anything you make in WALNUT?

The demand for American Walnut in furniture, interior trim and cabinet work of all kinds has been *steady* for centuries.

There are a lot of people who know and appreciate that the value of Walnut is genuine—an inherent quality and beauty that is never effaced. And the kind of people who have that appreciation are usually the people who have the money to gratify their desires.

Incidentally, our steadily pursued policy of national advertising is constantly widening the circle of those who want Walnut and is teaching them to be sure that they get real Walnut.

It pays to use Walnut.

Our "Walnut Book" contains many valuable ideas and suggestions for the trade. We will gladly send you a copy on request.

AMERICAN WALNUT MANUFACTURERS' ASSOCIATION
ROOM 1024 616 SOUTH MICHIGAN BOULEVARD CHICAGO, U. S. A.

Chicago Veneer and Plywood Men Watch Development of Radio Cabinet Business with Keen Interest

During the last thirty days there has been little change in the general aspect of the veneer and plywood market in Chicago and adjacent territory. Demand has continued relatively slow in all quarters; the only substantial and regularly sustained business being in the high class figured woods and this chiefly in walnut. Building trades are not taking the quantities of stock usual at this season of the year and this is attributed to the fact that most of the considerable construction that is now going on is of the cheaper kind that demands few panels. The flood situation in the South has as yet caused no appreciable diminution of the supplies of gum, poplar and oak stock peculiar to that region, because most of the mills have log reserves upon which they draw when the rising waters cut off their log supplies. It is expected, however, that a shortage of these veneers will begin to be manifest within the next thirty to sixty days. Prices have remained substantially as before, in spite of the continued indifference of demand.

The notable feature of the market is the development of demand for stock for the making of radio cabinets. Chicago veneer and panel makers and dealers are watching this development with keen interest, and anticipate that it may become even as big a thing to the industry as was the phonograph cabinet demand in the heyday of the phonograph's popularity. Most of the phonograph cabinet manufacturers seem to be getting into the radio cabinet game and it is expected to develop very rapidly.

R. A. Smith of the Hardwood Mills Lumber Co. said that the demand for gum, oak and poplar rotary cut veneers and cross-banding continues quiet and prices are at rock bottom, having

weakened somewhat during the last month. There has been a strengthening in the prices of birch veneers, due, Mr. Smith believes, to the scarcity of logs at the mills in the North.

Mr. Smith looks for a decided firming of prices for rotary gum and poplar stock within the next few weeks because of the flood situation in the South. "I don't believe the consumers in the North," he said, "appreciate the significance of the flood situation in the South. Many southern veneer mills have had to stop operating because the rising water has stopped logging; and many mills now operating on a reserve of logs will soon use these up. This is certain to create a scarcity and make higher prices. Thus far the flood situation has resulted in depressing the prices of southern veneers and lumber because of the distress sale of stocks threatened by the floods. But this effect is not expected to be felt for very long."

Demand from the makers of the cheaper grades of pianos is good, but makers of high priced pianos are not taking a great deal of stock because their product is moving so slowly, Mr. Smith said.

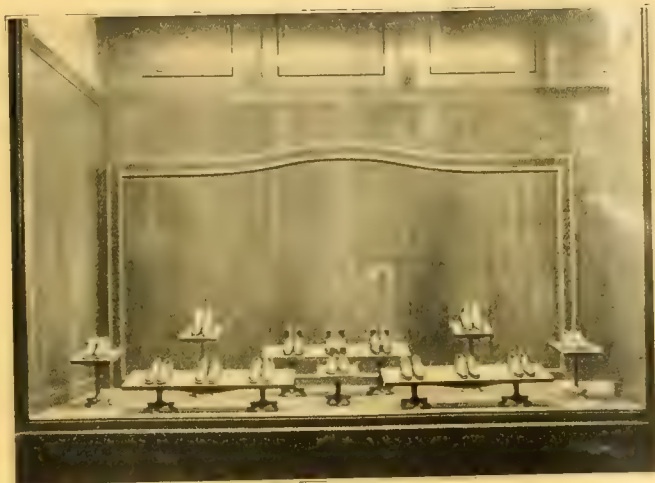
The Hardwood Mills Lumber Co. on April 24 moved its offices from the Monadnock building in the Loop to 965 West Twenty-second street.

The Veneer Manufacturers Company reported that there has been little change in the veneer and plywood situation during the last thirty days. The building lines continue to lead in buying, while trade with other lines, such as furniture and pianos is slow.

H. P. Walsh, president of the Veneer Manufacturers Company, made a selling trip to Grand Rapids the first week in May, and S. D. Rowe, secretary-treasurer of the company, is making a trip through the Eastern consuming fields, visiting Jamestown, High Point and other centers of furniture making.

Tom Dean of the Dean-Spicer Co., declared that general busi-

(Continued on page 38)



THE GOODS displayed in the wonderful show windows of the great store of Marshall Field & Co., at Chicago, are "backed up" by

American Walnut Veneer
from the plant of the C. L. Willey Co.

Furthermore, all the Walnut Veneer in the entire Men's Building was supplied by the same company—a circumstance fully in keeping with the well-known high standards of Marshall Field & Company.

The beauty of this woodwork has been remarked by many.

Veneer & Lumber

Walnut

*American and
Circassian*

Mahogany
Quartered Oak
English Oak
Satinwood
Vermilion
Teak
Rosewood

And Many Other Foreign
and Domestic Woods



(1776)

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*

ONE SOURCE of supply for all the Veneers you use makes it practicable for you to place your orders so as to get carload shipments, thereby effecting a saving in freight, and avoiding the risk of damages in transit.

Avail yourself of these advantages—you will find at our plant such a variety of figure, in practically every kind of wood, as will surely meet you requirements.

And you will enjoy our promptness of delivery, as well as our service in general.

Samples gladly sent. Just let us know the general character of the Veneer wanted, and we will at once make careful selection of samples, from fitches on hand, and send them to you.

Anything we can do to assist you in finding any particular figure, will gladly be done. Your needs are of the utmost importance to you—therefore we give them our utmost attention.

C. L. WILLEY COMPANY

2558 South Robey Street
CHICAGO

W. T. MOORE
110 Pearl Street
Grand Rapids, Mich.

W. B. VAN
Everett Hotel
Jamestown, New York

CHICAGO

FOR

VEENEERS PANELS



There isn't a thing in plain or fancy veneers, there isn't a type of plywood

THE VENEER LUMBER AND PLYWOOD CO.

HIGH GRADE

MAHOGANY
WALNUT
QUARTERED OAK } VENEER
PLAIN OAK

MAHOGANY
WALNUT } LUMBER

VEENEERED PANELS "A" GRADE

ANY WOOD—ANY SIZE

Office and Warehouse: 401-419 N. Hoyne Ave.

PHONE WEST 6710

Plywood Veneered Panels Rotary Veneers

25 Cars all woods, many special sizes,
in CHICAGO WAREHOUSE for
immediate shipment. Get our stock
list. We have the panels.

MILL SHIPMENTS in straight
cars, pool cars, and LCL shipments.

Let Us Know Your Requirements

R.C. CLARK VENEER CO.

"QUICK SHIPPERS"

1650 Besley Court

We are manufacturing all the time WALNUT BUTTS

Sliced Walnut Longwood Walnut on the Halfround
Rotary Cut Walnut $\frac{1}{8}$ -Inch Sawed Walnut
(or any thickness desired)

MAHOGANY & QUARTER SAWED OAK

Sliced or Sawed All Thicknesses

Quick Deliveries in

VEENEERS OR LUMBER

THE DEAN-SPICKER CO.

JOHN R. DEAN, President

22nd Street and South Crawford Ave., Chicago

Poplar and Gum Veneer of Quality

You will get somewhere if you
use good veneer to start with.

We can make prompt shipment

MOUND CITY VENEER MILLS

Sales Offices: 965 West 22nd Street, Chicago, Illinois

Mill: Mound City, Illinois

CHICAGO

FOR

VENEERS PANELS



that you can't buy and buy right from these responsible Chicago firms

J. C. DEACON CO.

VENEER, LUMBER and PANELS

We carry on hand in our Chicago Warehouse a complete line of dependable panels for immediate shipment

We Make a Specialty of

BIG TIMBER FIR PANELS

Ask for Our Stock List

2627 S. ROBEY STREET PHONE CANAL 0635 AND 0247 **CHICAGO**

Veneer Manufacturers Co.

IMPORTERS MANUFACTURERS

Quality Veneers and Panels
The Best in All Kinds

ROTARY CUT, SLICED AND SAWN
FIGURED AND PLAIN
DOMESTIC AND IMPORTED STOCK

We are located on the Chicago Junction Railway, which enables us to receive from and ship to all parts of the world on short notice.

SEND US REQUISITIONS FOR DIMENSION
SIZES IN GUM AND POPLAR

1036 W. 37th St., Chicago, U. S. A.

THE Ingalls-Spicker-Ransom Co.

Manufacturers of Walnut, Oak, Mahogany and other cabinet woods in lumber and veneer. Years of Practical Experience. Our organization is composed entirely of men of national reputation in this industry. Complete Stock in Warehouse. We now offer at Chicago a full line of high class walnut, mahogany and oak veneers.

WALNUT BUTTS A SPECIALTY

Main Office, Veneer and Saw Mills: Nashville, Tenn.

SALES OFFICE AND WAREHOUSE
3622-3628 S. Morgan St., Chicago
PHONE: BOULEVARD 0830

Specialists in DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICHIGAN

Rotary Cut NORTHERN VENEERS

Members of
Maple Flooring
Mfrs. Assn.

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers. We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring.

GET OUR PRICES

The Northwestern Coopers & Lumber Company
Gladstone, Michigan

CHICAGO OFFICES:
812 Monadnock Block

"CASCO"
for a
better product



For Jointing and Veneering
STRONG—UNIFORM
USED COLD EASILY PREPARED
ECONOMICAL

"CASCO" uniformity is assured because
we manufacture our own casein

THE CASEIN MANUFACTURING CO.

Largest and Longest-Established Manufacturers
of Casein Products in America

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

Write for "CASCO" Red Book—
a manual on Veneers, Panel-
Making and Glue.
Samples of "CASCO" on request.

(Continued from page 34)

ness in figured veneer and panels is "not so good. There is little business and competition is severe." Mr. Dean said the demand for figured walnut continues to hold up and lead in the field. There is still relatively little call for mahogany veneers, though the demand for mahogany lumber has picked up. Mr. Dean attributes this to the fact that the accumulated stocks of mahogany veneers in the hands of consumers have not yet been depleted; but that reserves of mahogany lumber, which were not as great as the veneer accumulations, have been largely exhausted. The demand for quartered white oak veneer continues slow, though the door people are buying conservative quantities of $\frac{3}{8}$ " oak. There is also some call from this source for $\frac{3}{8}$ " walnut.

Mr. Dean was optimistic in spite of the present slowness of the trade and expects improvements to develop during the next two or three months, particularly after the July furniture markets. The producers of the high grade figured veneer and panels will watch the market for its indication of the public's attitude toward butt veneers, particularly walnut butt veneers. This veneer is now the mode in furniture and the buying at the furniture shows will indicate whether it is to continue so, or whether the fickle taste of the public has turned to something else.

Jack Dean of the Dean-Spicer Co. is recovering from an operation for appendicitis, which was performed April 23.

C. E. Curtis of the Veneer Lumber & Plywood Co., said that there has been very little improvement in the veneer and plywood market, though one hears talk of an advance in prices. "The building trades are not taking as much stock as they generally do at this time of the year," Mr. Curtis said. He attributes this to the fact that, while a great deal of building is going on, it is of the cheaper kind that does not demand the use of fine panel stock. Only the higher class residences, hotels and apartments use figured panel stock and the small bungalows and cheap apartment houses now being put up create no demand for such stock. "The furniture people are not so lively," Mr. Curtis stated and he believes this is due to the fact that they have not yet depleted the stocks of veneer and panels they had accumulated prior to the deflation period. Mahogany veneer is, however, he said, in better demand than since the first of the year, while walnut figured stock continues to be the leader. He figures that ninety percent of the figured veneers sold is walnut. The demand for butt goods in Grand Rapids and Rockford continues to hold up well, he said. The piano trade seems to be in better shape than at any time since the slump came.

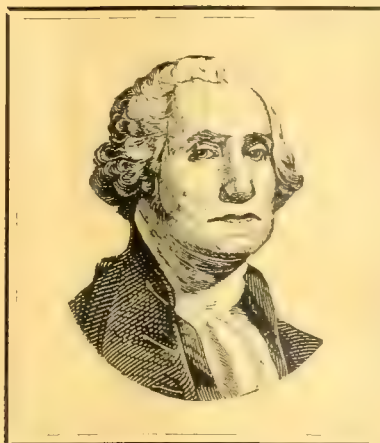
The radio craze, which is sweeping so swiftly over the country is the most significant present development in the veneer and plywood industry, Mr. Curtis believes. Nearly all the companies manufacturing phonograph cabinets are beginning to make cabinets to contain radio sets and amplify radio music. "This radio cabinet business is starting out like the talking machine business," Mr. Curtis said, "and there is no telling to what extent it may develop. This is a movement that will bear watching." Mahogany and walnut panels are being chiefly used in the manufacture of these cabinets, which are of various sizes and shapes, being yet in the first process of development and not yet in any measure standardized. They are still in the experimental stage.

The building trades are doing some buying of the cheaper grades of gum and fir veneer stock, Mr. Curtis said. The fir is being bought where formerly yellow pine was purchased.

The store fixture trade is a very important item, he continued. The demand of the fixture makers for high class figured walnut and mahogany and figured gum is very good, and particularly is this true of manufacturers of soda fountain counters. They are taking large quantities of fine walnut panels and veneers.

R. C. Clark of the R. C. Clark Veneer Co. said that since the falling off in April the demand for veneer and plywood has not picked up. The millmen, he said, also find this condition true. The flood situation in the South has caused the closing of a number of veneer mills, but thus far this has had no appreciable effect on the supply of southern stock on the market, Mr. Clark states. This is because many of the mills unable to get any logs because

(Continued on page 44)



**"First in War, First in Peace
And First in the Hearts of His Countrymen"**

GEORGE WASHINGTON was rather particular in whatever concerned his personal use and convenience. He despised shoddy. Whatever he did have was the best, and nothing but the best.

His famous writing cabinet, like that of Napoleon, Jefferson, Webster, John Hancock and the noted worthies of the past—was built of plywood-veneer.

And more than that: his desk still stands as staunch, as true and as "four-square" as in the old days of the Revolution.

All plywood in our plant, after taken from hydraulic press, is placed in a large room equipped with vacuum fans, and the process of drying is begun. After 24 to 48 hours, stock is taken from presses, put on sticks of uniform width and thickness, each

stick placed one directly above another, the entire package is put in an improved vacuum kiln, under heavy pressure to hold the stock flat and straight while drying and then dried to a moisture content not exceeding 5%.

Recent research has proven that the best and finest furniture construction of the Master Craftsmen of every period has been built on the plywood and veneer principle. And it is so today.

Here at New Albany is the largest and best equipped plywood-veneering plant in the world: our plant.

NEW ALBANY VENEERING CO.

**E. V. Knight
Plywood Sales Co.**



On the Back of Your
Veneered Tops and Panels
Means Guaranteed Quality

**Sales Agents
New Albany, Ind.**



Est. 1867
Inc. 1904

HOFFMAN BROS. COMPANY

FORT WAYNE, INDIANA

LUMBER AND VENEERS

THE following rotary cut veneers from our Burnside, Ky., plant are ready for immediate shipment:

1/20" Red Oak (log run)	1 car
1/16" Red Oak (log run)	1/2 car
1/20" White Oak (log run)	1/2 car
1/16" White Oak (log run)	1/2 car
1/28" Walnut (half round)	1 car
1/28" Poplar cross banding	25M
1/8" Poplar (log run)	5 cars
1/8" Poplar (core stock)	2 cars

Northern grown hardwoods, veneer sawed and band-sawed at our Fort Wayne and Kendallville, Indiana, Mills, ranging in thickness from 1/20" to 3" in the various grades. Seasoned lumber ready for immediate shipment listed in "Hardwoods for Sale" section in back of this issue. Complete list is carried in bulletin "Hardwoods for Sale" issued by American Hardwood Manufacturers Association of Memphis, Tenn.

Prices by wire on receipt of your inquiry to our general offices at Fort Wayne.

NORTHERN GROWN WHITE OAK

AMERICAN WALNUT

In our New York Sample-Room select a typical of the Sub-Structure From a snap shot as follows



Quality Veneers

in

WALNUT BUTTS
MAHOGANY
LONG WALNUT
BURLS · OAK · POP-
LAR & OTHER WOODS



THE WILLIAMSON VENEER CO.

MILLS - BALTIMORE, MD.

Sales Branches: NEWYORK (702 SIXTH AVENUE) CHICAGO (28 E JACKSON BOULEVARD) HIGH POINT, N.C., JAMESTOWN, N.Y.

F.M.BACHMAN CO.

INDIANAPOLIS, INDIANA.

Manufacturers of
 $\frac{1}{20}$ to $\frac{1}{8}$ Qt. Sawed White Oak
 $\frac{1}{8}$ Plain Sawed Red Oak
 $\frac{1}{8}$ Cherry
 $\frac{1}{8}$ Walnut
 $\frac{1}{28}$ Walnut Sliced



Established 1881

*Oak & Walnut Veneers
 Indiana Hardwoods,
 Parka Flooring*

PURCELL

Are You Interested in the
 Following Exceptional Values
 in High Grade Walnut?

1s & 2s, all 6' & 7' long. . . .
 4/4, 5/4 & 6/4
 1s & 2s, all 8' & 9' long. . . .
 4/4, 5/4, 6/4 & 8/4
 Selects. . . . 4/4, 5/4, 6/4, 8/4
 No. 1 Com. . . 3/8, 1/2, 5/8,
 3/4, 4/4, 5/4, 6/4 & 8/4
 No. 2 Common.
 4/4, 5/4, 6/4 & 8/4

ALL STEAMED AND 10
 MONTHS ON STICKS

**FRANK PURCELL
 WALNUT LUMBER CO.**

*A Ranking Name in Walnut
 for Many Years*

Mills and
 Offices
 Kansas
 City,
 Kansas

WALNUT

We Are Now Located
 in our
New Fireproof Plant
 at
717-723 Park Street

Increased facilities permit of carrying
 a larger stock
 of

Plywood and Veneers

For quick shipment in car and
 less than car lots. Panels made
 to your dimensions.

Write or Wire for Prices

Geo. L. Waetjen & Co.
 MILWAUKEE, WISCONSIN

QUALITY
UNIFORM
DIVERSIFIED
DISTINCTIVE
ACCURACY

SUPERIOR

All these features enter into our walnut
lumber to make it superior. Try our stock.

PICKREL WALNUT COMPANY,
ST. LOUIS, Mo.

PERKINS

183

Trade Mark
Reg. U.S. Pat. Off.

PERKINS

183

Trade Mark
Reg. U.S. Pat. Off.

GENERAL OFFICES AND FACTORY

Perkins Vegetable Glue

The Standard of Quality and Economy

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

Perkins Glue Company, Sales Office: South Bend, Indiana

FACTORY AND GENERAL OFFICES: LANSDALE, PENNSYLVANIA

HOW DO YOU DRY YOUR VENEER?

If you
haven't a

COE ROLLER VENEER DRYER

we venture the assertion that many times you have wished you did have one. There is no time like the present to gratify that wish and thus place your plant on a much more efficient basis and give an added quality to your product. If you are not familiar with the performance of this wonderful machine, write us for a list of users and investigate and you will be surprised to find what a handicap you have in being without one.

ALSO SEE THE NEW TWENTIETH CENTURY COE VENEER LATHE

In a short time now we will send you a new Clipper bulletin, in which you will find described our style L Clipper *with the automatic stop*

THE COE MANUFACTURING COMPANY, PAINESVILLE, OHIO, U. S. A.

(Continued from page 38)

of the high water had well built up reserve banks upon which they are now drawing for their operations. But the effect of stoppage of logging will begin to deplete the supply very noticeably within the next 30 to 60 days, because the reserve log supplies will then be largely exhausted. Mr. Clark returned about two weeks ago from a trip to Honduras and came up through the lower Mississippi Valley from the port of New Orleans. When he was at New Orleans the crest of the rise had not yet arrived and some unprecedented high water was expected by May 10, the time at which the crest was looked for.

The demand for figured stock continues to be the most active feature of the market, Mr. Clark said. He also mentioned the radio cabinet trade as a development that is progressing swiftly and may reach very important proportions. He expects that the demand from this source may soon become great enough to take up much of the stock which used to be required by the makers of phonograph cabinets before deflation struck the country.

Geo. L. Waetjen & Company Open New Plant

A new and thoroughly modern and efficient new plant and offices were opened by Geo. L. Waetjen & Co., manufacturers and wholesalers of veneer and plywood, at 717-723 Park street, Milwaukee, Wis., on May 1. The company held a reception to their friends during the hours of 9 a. m. and 5 p. m., and a large number attended and went through the plant.

Jasper to Have New Woodworking Plants

The Jasper Chair Company, Jasper, Ind., has let the contract for the building of a new factory to cost in the neighborhood of \$100,000. The Office Desk Company has let the contract for the building of a new factory building to the Hoffman Construction Company for \$47,000. Work on the two factory buildings will be started at once, it is announced.

(Continued on page 32)

the best, and is a project of the highest grade. Wells Brothers was founded by Warren A. Wells and began building in Chicago in 1871, after the great fire. The company has grown and prospered with Chicago and today two sons and two grandsons of the founder are engaged in the business. The president, A. E. Wells, and vice-president and treasurer, F. A. Wells, give their whole time and energies to planning and execution coming in daily personal contact with the work. H. L. Wells, second vice-president and secretary, and P. A. Wells, general superintendent, have also grown up in the organization. The company has to its credit such buildings as the Lyon & Healy, Marshall Field & Co. (retail) and Rand-McNally & Co. buildings in Chicago; administration building of the Simmons Company, Kenosha, Wis.; hotels, warehouses, factory and office buildings and residences in many cities both in the United States and Canada. They are big builders, worthy in every way to erect the American Furniture Mart building.

Indiana Furniture Manufacturers Plan National Selling Campaign

A nation-wide campaign to increase the sale of Indiana-made furniture was inaugurated April 21 at a meeting of furniture manufacturers from all sections of Indiana at the Columbia Club in Indianapolis. The first step is to be the immediate establishment of a furniture freight forwarding company to be known as the Indiana Freight Forwarding Company and to be operated on West New York street, Indianapolis. All shipments of less than a car load will come through the forwarding company. It was decided that the manufacturers would be urged to abandon the practice of displaying their furniture twice a year at the Grand Rapids furniture market and instead to join with manufacturers of the Middle West in making possible the Furniture Mart in Chicago. A committee composed of B. F. Smith of Shelbyville, Howard T. Griffith and Charles A. Albrecht of Indianapolis, was named to complete the details for the forwarding company. The same committee also was instructed to obtain the co-operation of the freight and traffic bureau of the Indianapolis Chamber of Commerce in waging an aggressive campaign to secure an equalization of freight rates on furniture shipments to Western points.

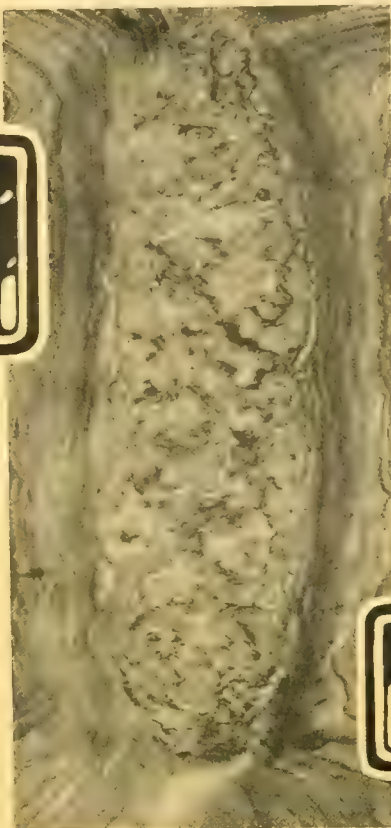
Indianapolis Furniture Makers to Show "Home Folks" What They Make

The Indianapolis Furniture Manufacturers' Association has taken several booths at the Home Complete Exposition, to be held in Indianapolis, Ind., at the state fair grounds in the manufacturers' building, May 8 to 13. The display will be of all types of Indianapolis-made furniture. This exhibit will occupy 1,000 square feet near the center of the exposition hall.

Charles Albrecht, president of the Indianapolis Furniture Manufacturers' Association, says the association is having its exhibit at the exposition because the show offers an excellent opportunity to acquaint Indianapolis and Indiana people with the quality and range of furniture made in this city. "We're proud of our products," he said, "and we know that every Hoosier will be, too, and people who don't know the wide scope of furniture manufacture going on in Indianapolis will be acquainted with the facts at the Home Complete Exposition."

Evansville Furniture Plants Nearly Fully Manned

According to the employment bureau of the Evansville (Ind.) Manufacturers' Association, eighteen of the leading furniture factories in that city now employ 98.2 per cent of their normal force and the problem of the unemployed is becoming less intense each day. Many of the large woodworking plants of the city are working on much better time than they did at the beginning of the year. Box factories are increasing their business right along.



Grown On Iowa Corn Land

If you were to attempt to grow corn on the thin soiled hillsides of the average forest land, you would get a light crop and poor quality as compared with the produce of the Mississippi valley.

Iowa Walnut is grown in the finest agricultural land in America—from the same soil that produces the famous "tall corn."

Its greater strength, finer grain, and particularly beautiful marking are the logical result of the soil and climate that produced it.

IOWA WALNUT

Before you buy walnut again write us for quotations and evidence of the better quality of Iowa Walnut.

Des Moines Sawmill Co.
Des Moines, Iowa



Leaders in Veneer and Plywood Since 1880

FROM the two splendid plants pictured on this page (monuments to 42 years of conscientious and intelligent effort), many important American industries are filling their requirements.

Our growth has been so carefully planned that the organization naturally inspires confidence. Each department has an important bearing on the whole. Great tracts of timber selected years ago from the cream of the then practically untouched hardwood forests; splendid factories built with a thorough knowledge of the intricate demands of quality production; sales representation which makes it a pleasure to establish contact; all contribute to our position of leadership. Your business, too, may be wisely intrusted to our hands. May we assist you in

Veneers and Plywood

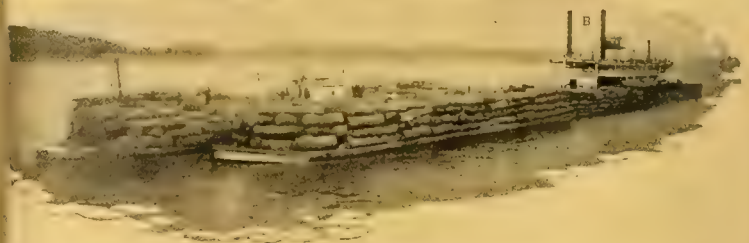
In stock sizes—also according to specifications in Walnut, Mahogany, Quartered and Plain Oak, Gum, Birch, Ash, Plain or Figured Yellow Pine, Cottonwood, Sycamore & other woods.

St. Louis Basket & Box Company

ESTABLISHED 1880

ST. LOUIS, MISSOURI

900,000 feet selected hardwood logs cut from our own timber and destined for our own mills



With the Trade

Manley Succeeds to Manley & Boyd

Announcement was made by John J. Manley on May 1 that he had opened a new office at 920 Lumber Exchange building, 11 South La Salle street, Chicago. Mr. Manley succeeds to the firm of Manley & Boyd, wholesalers of hardwood lumber, which was dissolved a few days prior to the making of this announcement. In his announcement Mr. Manley declared that "it is my purpose, on dissolution of the firm of Manley & Boyd, to continue the same high class commission business established by the writer in 1915, representing such firms as Chas. H. Barnaby, Greencastle, Ind.; Kosse, Shoe & Schleyer Co., Cincinnati, O.; Ferguson Hardwood Lumber Co., Paducah, Ky." He will specialize in Southern hardwoods, principally poplar, oak and walnut.

Baird & Boyd Company Organized in Chicago

The Baird & Boyd Lumber Sales Company has been organized in Chicago by D. W. Baird and R. W. Boyd, to operate a commission sales company, handling a general line of lumber, principally hardwoods, and specializing in poplar and red cypress. Mr. Baird was formerly of the D. W. Baird Lumber Company and Mr. Boyd was formerly a partner in the Chicago firm of Manley & Boyd. Both members of the new firm are men of long experience in the hardwood lumber field and have a wide and substantial acquaintance among the manufacturers and consumers of hardwoods in both the South and Middle West. The following will be the company's sales representatives: Vilas Daugherty, Detroit, Mich.; T. W. Stuart, Philadelphia; Charles E. Daley, Danbury, Conn., and C. H. Lindahl in the Chicago territory.

Wisconsin-Michigan Lumber Co. Starts Mill

The Wisconsin-Michigan Lumber Company of Eagle River, Wis., manufacturers of hemlock and hardwood lumber, has recently resumed operation of its sawmill, according to announcement by F. W. Long, sales manager, and expects to operate at least eleven months out of the year. The mill has enough reserve of timber to run for twenty-five to thirty years.

The company is now installing machinery in its planing and box plant and when it has been installed will be able to fill any orders for northern stock calling for millwork that might be required in the ordinary consuming market.

Speaking of the market Mr. Long said that his company "feels somewhat optimistic for the reason that the building situation is now taking on considerable activity and it will be only a question of time until it reaches the hardwood end of the lumber business."

Export Movement Fairly Well Sustained

The exports of lumber and logs from Baltimore for February, the last month for which complete figures are obtainable, show that the movement has kept up fairly well but that no important expansion has yet taken place in the business. The declared value of the February shipments is put at \$140,651, against \$124,604 for the corresponding month of last year. This would suggest some improvement, but the fact must not be lost sight of that some previous months show up far better. The total for January, for instance, was \$164,280, while that for December was \$257,370, with earlier periods of the year before still more active. Of course, allowance should be made for the decline in values that has taken place and that seems still to be in progress. The 213,000 feet of oak boards shipped last February, for instance, were valued at \$15,632 only, while the 204,000 feet forwarded in February, 1921, are down at \$28,742, which is a considerable gain. As a matter of fact, poplar boards brought more than oak, the 179,000 feet with which last February is credited being down for \$19,746. Other items on the list of interest to the hardwood trade were: Hardwood logs, 2,058 cubic feet, valued at \$4,787; chestnut board, 16,000 feet, \$890; other hardwood boards, 27,000 feet, \$1,722; staves, 10,152, \$4,000; boat oars, \$120; implement handles 392,482, \$22,845, and "other manufactures of wood," \$59,184.

Receiver Asked for Cabinet Company

Harry C. McDonald, Elmer Steinberger, Clarence R. Reedy and Charles Bachus, all of Seymour, Ind., have filed a petition in bankruptcy in the Federal court here against the Seymour Cabinet Company of that city. Their claims aggregate \$644.12. The petition sets forth that the company committed an act of bankruptcy April 1 by permitting judgment for \$611.27 to be entered against it in the Jackson circuit court by the Frank A. Conkling Company.

Indiana Kitchen Cabinet Manufacturers Ask for Lower Rates

Indiana produces eighty per cent of the kitchen cabinets in the country, it is said, and Indiana manufacturers of this article have complained to the Indiana Public Service Commission concerning freight rates on cabinets. The director of the commission's interstate rate bureau has filed with the Interstate Commerce Commission a petition for lower rates on cabinets. The petition asks that the present rate of one and one-half times first class rate in the official classification be reduced to the first class rate, as obtains in the western classification. Rates in the official and southern classification on cabinets are said to be fifty per cent higher than in the western classification.

Gadd Becomes General Manager of New Virginia Hardwood Company

Frank R. Gadd, manufacturer of statistics for the American Hardwood Manufacturers' Association, has resigned that position to become general manager of the Clinch Valley Lumber Company at Fort Blackburn, Va., according to an announcement made in Memphis, May 6. Mr. Gadd will take up his new duties on May 12.

The Clinch Valley Lumber Company is a new firm organized by a group of men headed by Leon Isaacsen, head of the huge Yellow Poplar Lumber Company. The new plant of the new company at Fort Blackburn is located at the headwaters of the Clinch river and it will cut the timber from a tract containing about 150,000,000 feet of poplar and oak.

Mr. Gadd is one of the outstanding figures in the hardwood lumber industry. He has served the American Hardwood Manufacturers' Association as statistical

manager ever since that organization and the old Hardwood Manufacturers' Association were merged. Up to the time the open competition activities of the association were enjoined by the Federal courts Mr. Gadd conducted the statistical work of the association brilliantly, his work contributing largely to the rapid growth of the association. Since that time he has devoted his energies largely to income and excess profits taxation and other subjects of vital interest to the industry.

From March 1, 1917, to the date of the merger of the two organizations, Mr. Gadd was assistant to the president of the Hardwood Manufacturers' Association. For twenty years prior to his connection with

the latter, he was identified with the International Harvester Company and the Wisconsin Lumber Company, serving the latter as vice-president.

Mr. Gadd is one of the deepest students of lumber and other economics in the country and enjoys an unequalled reputation in this capacity.



Leon Isaacsen, President of the New Clinch Valley Lumber Co.



Frank R. Gadd, General Manager of New Company Formed by Mr. Isaacsen

Memphis Launches McClure Boom for President of National



John W. McClure, Memphis

The Lumbermen's Club of Memphis went on record Saturday afternoon, April 29, as "enthusiastically favoring" the nomination and election of John W. McClure, secretary of the Bellgrade Lumber Company, as president of the National Hardwood Lumber Association for the ensuing year. This action was taken through adoption, by unanimous rising vote, of the following report of the resolutions committee, presented by J. D. Allen, Jr., as chairman:

"Whereas, the annual meeting of the National Hardwood Lumber Association set for June 22-23, is fast approaching, at which time a president for the ensuing year will be elected, we desire the combined and enthusiastic

support of all the members of the Lumbermen's Club of Memphis and their friends for John W. McClure who has served this club and many other lumber organizations most worthily and acceptably. There is no man in the United States better known in the lumber industry, or who has given his time and money more unstintingly for the upbuilding and welfare of the lumber industry, and his influence has had a beneficial effect throughout the entire country. Therefore, be it

"RESOLVED, That we go on record as most enthusiastically favoring his nomination and election as president of the National Hardwood Lumber Association."

Mr. McClure, immediately after the adoption of this report, thanked members of the club for the confidence they had thus expressed in him. He pointed out that geographical position is a big factor in the election of a president of the association and that it had been a long time since the South had been thus honored. He said that, if it were honored this year through his elevation to the presidency, he would do everything in his power to bring about the maximum of support from the entire hardwood lumber industry in the southern field.

Mr. McClure is now vice-president of the National. Furthermore, he served that organization as a member of the inspection rules committee for ten years, during eight of which he was the chairman. He held the latter position until the last annual. He has already received, it may be mentioned in passing, the endorsement of the Philadelphia Wholesale Lumber Dealers' Association and the Indiana Hardwood Lumber Association. These bodies took this action in January of the current year.

The following new members were elected: C. L. Stevens, Rush Lumber Company; L. W. Tibbitts, Chicago Coal & Lumber Company, and J. B. Longwell, A. J. Chestnut Lumber Company.

Jones Hardwood Company Enters Pacific Coast Field

Announcement has been made by Nelson A. Jones of the entry into the hardwood lumber business, as Pacific Coast dealers, of the Jones Hardwood Company, 16 California street, San Francisco, Cal. The principal stock of the company's hardwoods will be located in San Francisco with its main office, but for the convenience of the Northwestern trade a branch office will be maintained at 608 Lewis building, Portland, Ore. The company will carry a full stock of staple items in its San Francisco warehouse and will make a specialty of furnishing straight, mixed and pooled cars direct from exclusive mill connections in the East. In addition the company will offer Oregon maple, ash, laurel and myrtle for direct shipment from its own mill at Myrtle Point, Ore.

Mr. Jones until recently was manager of the Seattle office of the J. E. Higgins Lumber Co.

Tie & Lumber Company Organized

The members and owners of the Frampton-Foster Lumber Co. of Knoxville, Tenn., have started the National Tie & Lumber Company, and the business of the former company is being closed up. The address, office and yard will be the same as in the past and the business will be conducted on the same lines as heretofore. The same office, buying and inspecting force is being retained and in addition P. M. Frampton will devote his entire time to this company.

Offices Opened in Eastern and Southern Territories

The Chicago Lumber & Coal Company, with general offices in St. Louis, Mo., and cypress and hardwood headquarters in Memphis, has just opened an office in Baltimore, Md., putting in charge G. M. Blakeney. The Baltimore office is at 1120 Munsey building and will handle sales in the eastern territory. At New Orleans another office has been opened in the Whitney-Central building for the handling of export direct to European countries. J. W. O'Shaughnessy is in charge of this office and he will also look after the western trade of his company.

Woodhead Sails to the West Indies

Three representative business men left Beaumont, Texas, aboard the steamer Lake Slavia about two weeks ago for the West Indies to give trade conditions a personal inspection. They expect their trip to result in a more liberal use of the two steamship lines now plying between Beaumont and the islands. The party was headed by Ben. S. Woodhead, president of the Beaumont Lumber Company and chairman of the Wharf & Dock Commission; Tom Reed, president of Beaumont Chamber of Commerce, and Mayor B. A. Steinhagen.

Hardwood News Notes

MISCELLANEOUS

Because of the increase in their business, the Icenomr Electric Refrigerator Company has leased the old building here that was formerly occupied by the Shimer Wire & Steel Company, and the plant is now in operation and a large force of men has been employed. The company has a large number of orders on hand that will keep them busy for some time to come.

J. C. Norman, representing the Holly Ridge Lumber Company of Louisville, Ky., was a recent business visitor in Evansville, Ind., and reported that he had found business conditions in some sections improving.

Fire a few days ago destroyed the handle factory and the lumber yard of J. W. Graffe & Co. at Columbus, Ind., the fire having been of undetermined origin. The loss is placed at \$7,500, with part insurance. It is expected the company will rebuild its plant.

Gus Bauman of the Gus E. Bauman Hardwood Company of Evansville, is back from a business trip to Memphis, Tenn., and the south.

The Flynn-Bertsch Lumber Co. announces the change of the firm name to the Curley-Bertsch Lumber Co., 45 Wareham street, Boston, Mass. The firm deals in hardwoods and the partners are John P. Curley and Frank A. Bertsch.

CHICAGO

The Illinois Forestry Association was organized on Friday evening, April 28, at a meeting of some fifty forestry enthusiasts at the headquarters of the Lumbermen's Association of Chicago. The following officers were elected: Dr. Henry C. Cowles, professor of botany at the University of Chicago, president; B. A. Johnson, editor of the Lumber World Review, first vice-president; Prof. J. C. Blair of the Department of Horticulture, the University of Illinois, second vice-president; S. F. D. Meffley, secretary-manager of the Chicago Lumbermen's Association, secretary; George A. Pope, treasurer.

A definite program for the establishment of a State Forestry Department, the adoption of a State policy on forestry and the legal enactment thereof, the arousing of public interest in forestry and the education of the people as to the importance of forestry to public industries are the aims declared by the new association.

A. C. Quixley of the A. C. Quixley Lumber Company will represent Division C—hardwood wholesalers—of the Lumbermen's Association of Chicago at the big conference between Secretary of Commerce Hoover and lumbermen of all branches of the industry on the question of grade-marking of lumber and other proposals for protecting the interests of the buyer. The conference will be held in Washington, D. C., at some date during the present month. Mr. Quixley was selected at the regular meeting of his division of the Lumbermen's Association of Chicago on Monday, April 24.

J. H. Maassen, manager of the Chicago Lumber & Coal Company of Memphis, stopped over in Chicago during the latter part of April while en route to Detroit, Mich., and announced that George F. Weis, Jr., who has been selling for his company in Chicago and adjacent territory for a number of months, has been made manager of the Chicago office of the company. Previous to his coming to Chicago, Mr. Weis was in the veneer business in Memphis.

The Chicago Lumber & Coal Company has moved its Chicago office from the Marquette building to Room 901 Lumber Exchange building.

Miss Irene Fahey, who has attained considerable prominence in Chicago lumber circles because of her position as manager of the hardwood department of the Chicago branch office of the Chicago Lumber & Coal Company, has resigned that position and become office manager of the Chicago office of the Steven-Jarvis Lumber Company, Eau Claire, Wis.

Miss Fahey's presence in the office will enable Fred E. Andrews and Rowland S. Utley, managers of the northern and southern hardwood departments respectively, to spend the bulk of their time among the trade,

Miss Fahey, who is an expert hardwood "lumberman," looking after customers who deal direct with the office.

The Hayes Ayers-Koester Lumber Company was organized in Chicago the latter part of April for the wholesaling of hardwoods, southern pine, Douglas fir and other west coast woods. The new firm is in effect a consolidation of the Koester and the Hayes lumber companies, both of which have been operating in Chicago and adjacent territory for some time. The principals of the concern are Harry Hayes, Ivan Ayers and E. L. Koester. The hardwood phase of the business will be largely handled by Mr. Koester, who has had a long experience in the selling of southern pine and hardwoods.

Wilkins & Godley, a commission firm, which will handle southern pine and hardwoods, was organized in Chicago the latter part of April and an office opened at 1519 Lumber Exchange building. The organizers of the firm are two widely experienced and well known lumbermen, B. J. Wilkins, who has just resigned as sales manager for the W. R. Pickering Lumber Company, Kansas City, Mo., and W. L. Godley, who for the last six years has been the Chicago representative for that firm. The new company will cater to the factory, retail and railroad trade.

The Chicago office of the W. R. Pickering Lumber Company has been closed and Wilkins & Godley will handle its accounts in this territory.

The following are among the hardwood firms in Chicago which moved to other quarters on May 1, Chicago's grand official spring moving day: Chicago Lumber & Coal Company, to 901 Lumber Exchange building, Cortez Lumber Company, to Room 610, 440 South Dearborn street.

Long-Bell Lumber Company, to 1413 Conway building.

Steven-Jarvis Lumber Company, to 926 Y. M. C. A. building.

Yawkey-Bissell Lumber Company, to 541 McCormick building.

Frank B. Stone, removed to 1620 Mallers building, No. 5 S. Wabash avenue.

H. N. Saylor, Jr., representing the Potosi Tie & Lumber Co., St. Louis, Mo., was in Chicago on a business trip during the first week in May.

BUFFALO

Buffalo is believed to have the youngest Chamber of Commerce member in the United States—only eleven months old. He is Peter Sullivan, son of Frank T. Sullivan, the hardwood lumberman, who has been one of the most active workers in the campaign to give the Chamber of Commerce 1,500 members.

The McLean Mahogany & Cedar Company has moved its office to 590 Ellicott Square, after being on the seventh floor of that building for several years.

E. J. Heusinger, for many years connected with the lumber trade here, has become sales manager for B. F. Ridley & Son.

The Buffalo Lumber Exchange has a 100 per cent quota raised for the new building planned for the United States Chamber of Commerce at Washington. The committee to solicit funds in the trade consisted of Fred M. Sullivan, chairman; Charles N. Perrin and Elmer J. Sturm.

BALTIMORE

According to reports the Rex Lumber Company of Baltimore, Md., which was incorporated recently under the laws of Maryland with a capital stock of \$150,000 by Frederick D. Carozza, William H. Grannis and Clyde H. Wilson, will absorb the Baltimore Tie and Lumber Company, operating on a tract of some hundreds of acres near Warrenton, Va. It is also stated that the new corporation intends to acquire a tract of 6,000 acres of hardwoods in the same section, and will undertake its development on an extended scale. William H. Grannis is the practical mill man of the combination, having been at different times identified with yellow pine and hardwood propositions.

According to the inventory of the personal property of the late Edward P. Gill, president of William D. Gill & Son, Inc., with a place on Philpot street, Baltimore, filed in the Orphans' Court April 21, the estate is valued at \$353,327. It consists chiefly of 2,600 shares of the stock of William D. Gill & Son, Inc., valued at \$306,800. Mr. Gill died in December last, leaving the entire estate to his widow and two children.

George B. Jobson, who recently resigned as sales manager for the R. E. Wood Lumber Company, has opened an office at 1201 American building, and engaged in the hardwood trade on his own account. Last week he was on a trip south to visit a number of mills with a view to making desirable connections. Prior to going with the Wood company Mr. Jobson was connected with the Douglas-Walkley Company, Baltimore.

A. Lyle Dobell of the well-known Liverpool timber firm of Alfred Dobell & Co. was in Baltimore two weeks ago and saw some of the hardwood exporters, among them Richard P. Baer & Co. He also conferred with Harvey M. Dickson, secretary of the National Lumber Exporters' Association. Mr. Dobell gave a rather unfavorable account of the export situation in the United Kingdom, and later left to continue his tour of the lumber producing and distributing centers of the States.

Other recent Baltimore visitors included W. B. Sabin of the W. C. Bartlett Lumber Company of Charleston, W. Va., and C. W. Sprinkle of the Atlas Lumber Company of Cincinnati. Both were on trips through the East.

A. C. Brown, a timber merchant of Belfast, stopped in Baltimore about April 20 in the course of a trip through the Eastern States. He had come

STRABLE Lumber & Salt Company

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring

ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"



The sign to follow
for Maple Flooring

Maple, Birch, Basswood, Elm, Beech

over, he said, to cover only the Atlantic coast and nearby States in order to get an idea of conditions in the hardwood export trade.

CINCINNATI

Overheated steam pipes started a fire in a lumber kiln belonging to the G. J. Brethauer Planing Mill Company and caused damage estimated at \$4,000. The kiln contained five thousand feet of lumber, half of which was destroyed.

Mrs. W. H. Settle, wife of W. H. Settle, president of the Settle Lumber Company, died at her home in Madisonville on April 27. Besides her husband, three sons and two daughters survive her.

The Baldwin Piano Company has sold its accessory branch plant at Third street and Eggleston avenue. The building was acquired by the Baldwin Piano Company soon after the close of the war in order to take care of a part of its business during the construction stages of its new \$1,000,000 plant on Gilbert avenue. The completion of the latter removed the necessity for the retention of the Eggleston avenue building, which contains 70,000 feet of floor space.

George E. Speer has been appointed receiver for the Ohio Valley Implement and Transfer Company, manufacturers of farm implements. Receivership proceedings were instituted by David C. Hurst, a stockholder and president of the company.

INDIANAPOLIS

The Marion Handle and Box Company is the new name of what formerly was the Marion Handle and Manufacturing Company, Marion, Ind.

The plant of the Murdock Lumber Company, Washington, Ind., which was destroyed by fire recently, will be rebuilt, according to officials of the company. The purchase of the required machinery from a mill at Grayville, Ill., has been completed and the first shipment has been received. Operations will begin within the next sixty days.

The Shelbyville Hardwood Company, Shelbyville, Ind., has incorporated under Indiana laws with a capital stock of \$20,000. The directors are R. P. Reinhart, J. M. Reinhart and Art A. Lynch. The company will engage in the manufacture and sale of hardwoods.

At a recent reorganization meeting of the Speedway Lumber Company, Herbert E. Hill was named president and general manager of the company. He succeeds his father, Forest A. Hill, who died April 3, this year. O. R. Mann retains the position of sales manager and Phillip Mann remains foreman of the mill. Charles Quick was given the position of order clerk. He formerly was with the Brannum-Keene Lumber Company of Indianapolis.

CLEVELAND

Hardwood interests participated in the American Building Exposition, which was held in Cleveland from April 22 to May 2, and it was one of the largest indoor exhibits of its kind held in the history of the country. The Martin-Barris Company had a large centrally located space in the main arena, showing hardwoods exclusively. A touch of novelty was gained by placing four giant tree trunks inside the booth, each of which was planed and polished, showing the peculiar grainings of both San Domingo and Mexican mahogany. Other hardwoods were also shown, together with an art display showing the durability and beauty that walnut, oak and other similar materials hold for the prospective builder.

The Oak Floor Manufacturers' Association held forth on the exhibition floor with a space in which flooring of various kinds was prominently displayed. W. J. DuBruce had charge of the booth.

One noticeable tendency hereabouts is the increasing demand for walnut. Dealers say that not in recent years has there been the call for this material as there is at the present time. Builders of handsome homes are specifying walnut finish, and even the less expensive dwellings are having several rooms finished with it.

"Previous to this year we have not had demand for a single car of

Offering Thoroughly Kiln Dried Lumber and an Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and also to offer kiln drying service of proven efficiency for handling either green or dry lumber. We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

Try *STIMSON at Owensboro*
the next time

J. V. Stimson & Co.
OWENSBORO, KY.

Thomas Forman Company DETROIT, MICHIGAN

Lumber and Interior Finish
WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

walnut," says F. H. Peters of the Peters Millwork & Lumber Company, "but during the past few months we have been compelled to order repeat orders. The tendency seems to be gaining strength rapidly."

Another angle of the hardwood situation that is becoming more pronounced in this district is the falling off in demand for oak, without apparent reason, at least from the consuming manufacturer's point of view.

"Gum, cypress, walnut and a dozen other materials are showing decided gains in strength," says O. G. Trebing of the Trebing Manufacturing Company, which does an extensive wood turning and millwork business, "but oak is steadily becoming less popular."

It might be added that the same report comes from a half dozen other similar sources, and is confirmed by leading wholesalers.

EVANSVILLE

The Hercules Corporation, large buggy manufacturers of Evansville, Ind., announced through Charles G. Tallott, secretary and treasurer, a few days ago that the company would discontinue the manufacture of automobiles that was begun recently. He said the company decided that now was not the time to begin this line of business. The company made several fine models, but did not obtain patents on any of them.

Daniel Wertz of the Maley & Wertz Lumber Company has returned from a business trip to Indianapolis and the central part of the State. He said business conditions in that section are steadily getting better and are, in fact, a great deal better than they were a year ago.

According to Theodore E. Rechten, local lumber retailer, the demand for sap gum to be used for interior finishing is increasing. A great many homes being built in this section, he reports, will have gum finish on the inside.

TORONTO

John R. Booth, the veteran lumber king, celebrated his ninety-fifth birthday at his home in Ottawa on April 5. He was born at Waterloo in Quebec, and went to Ottawa at the age of thirty. He has resided at the capital continuously for 65 years. Mr. Booth is in excellent health still despite his great age. On his 95th birthday he drove to his mills, made his usual inspections and received the congratulations of members of the office and mill staffs.

The Canada Wood Specialty Company, Limited, of Orillia, Ont., has purchased the stock of unsold lumber and logs from the Standard Chemical Company at Longford Mills, Ont., and has taken a lease of the mills for the present season. The stock consists of about two million feet of dry birch, maple, elm, ash and basswood lumber and about two million feet of hard and softwood logs. A. F. Cooper will continue to act as superintendent for the new company.

Harry Hardy, Woodbine avenue, Toronto, has opened a lumber business in Toronto. He was for several years a member of the sales staff of the Union Lumber Company, Toronto, and leaves that firm to engage in business for himself.

Concessions on carrying charges by Canadian railroads generally are foreshadowed in recent reductions. A supplement just issued setting forth a reduction in the arbitrary rates on lumber from stations along the Temiskaming and Northern Ontario railway to points in Ontario. The rate from Uno Park is reduced 3½ cents per 100 pounds; Cobalt, 3 cents, and Cochrane, 7 cents. The rate from New Liskeard to Toronto on lumber is decreased from 25 cents per 100 pounds to 22 cents; from Cochrane to Toronto from 33 cents to 26 cents, and other northern points in like proportion. There has also been a lessening in rates on wood commodities on the Canadian National railway from New Brunswick and Nova Scotia to Montreal and terminals. The former rate, for instance, from Caledonia, N. S., to Montreal, was 39 cents per 100 pounds; it is now 36½¢.

The Double Diamond Lumber Company, Ltd., has been granted a charter with a capital stock of \$100,000 and head office at Mettagami Heights, in the district of Temiskaming, Ont. Among the incorporators are Eugene Brazeau and A. Wallingford, both of the township of Mountjoy. The company is empowered to carry on a general lumbering and logging business.

John T. James, of Bridgburg, Ont., has sold his planing mill and lumber yard at Crystal Beach to J. Russel Carriek, late of Buffalo, N. Y., who has taken possession.

B. C. Howard & Co., Ltd., Sherbrooke, Que., have been incorporated and will take over the firm of B. C. Howard & Co., manufacturing and marketing wood products. The capital stock is \$599,000. B. C. Howard and C. B. Howard of Sherbrooke are two of the incorporators.

As a protest against the adjustment of the company's differences with the Ontario Government in connection with the recent investigation, James A. Mathieu, M. L. A., vice-president and general manager of the Shevlin-Clarke Lumber Company, Fort Francis, has resigned. Mr. Mathieu declares that the Ontario Government has extorted a large sum of money for timber, which was not due it, for political purposes.

The mill of the Dennis Canadian Company at Whitney, Ont., has started operations for the season and the company will cut about six million feet, principally hardwoods. While the sawing of the Dennis Canadian Company will be completed this fall, it will take another year to clean up what stock they have in the yard, so that it is not likely that the com-

pany, whose headquarters are at Grand Rapids, Mich., will close out their entire interests in Canada until the fall of 1923.

The Canadian lumber trade has been advised that the Indian Government desires Canadian spruce and is calling for tenders for a year's supply of lumber for packing cases.

The Thompson-Kneeland Lumber Company, Ltd., has been granted a provincial charter with headquarters at Montreal with power to engage in a general lumbering business. The capital is \$40,000 and two of the incorporators are W. H. Thompson and A. T. Kneeland of Outremont, Que.

LOUISVILLE

C. C. Menzel, chairman of the board of directors of the Menzel Company, is being discussed as a probable candidate for Congress in the fall elections. Newspapers have run some stories concerning the matter.

The Louisville & Nashville railroad has recently established the transit privilege at Winchester, Ky., on request of the Louisville division, Southern Hardwood Traffic Association, for the Kentucky Flooring Company, Winchester.

Since Louisville secured the milling-in-transit privilege eight months ago there has been much development of transit business, and J. S. Thompson, secretary of the Louisville Hardwood Club and manager of the Louisville division, Southern Hardwood Traffic Association, reports that in the eight months with the privilege, as compared with the eight months previous, there has been an increase of 100 per cent in the rehandling at Louisville, based on statistics secured.

J. L. Dawson, head of the Dawson Lumber Company, reports that he has taken a new member into the organization, this new member being J. L. Dawson, Jr., weight 7½ pounds, who arrived on the job May 3. J. L., Sr., is so pleased with his new partner that he is strutting like a game rooster after winning his first fight.

The first time in the history of the country that the milling-in-transit privilege has been granted on wirebound box material outbound has been granted at Louisville for the account of the Embury Wire Bound Box Company on application filed by J. S. Thompson of the Louisville division, Southern Hardwood Traffic Association, with the Southern Freight Rate Committee at Atlanta, Ga.

George B. Wilcox of the I. B. Wilcox Lumber Company has been spending a good deal of time at the mills and aiding in holding the Mississippi levees with his mill workers, the mill having been forced down by high water and inability to log. Mr. Wilcox is in a district where 6,000 men were working at one time to save the levees.

The Hardwood Market

MEMPHIS

Demand for hardwood lumber is reported as steadily expanding, while prices, in the main, are showing an upward tendency. Growing appreciation by consuming interests of the severity of interference with hardwood production, occasioned by unprecedented flood conditions throughout the lower valley area, is having the effect of stimulating them to greater efforts to secure at least a fair portion of their needs while stocks are available.

Flooring manufacturers, who are generally in quite close touch with the seriousness of the production outlook, are particularly active purchasers of the lumber they require, principally Nos. 1, 2 and 3 common plain red and white oak. If they were as far away from the flooded area as the average consumer of southern hardwoods, they would probably not be in such a hurry about buying. But they know what has happened and they know how little lumber will be produced during the next sixty days, under even the most favorable conditions and it is therefore regarded as significant that they are turning their knowledge to as good account as possible. Other building trade interests are good buyers, too, while furniture manufacturers are increasing their takings of lumber and veneers in oak, gum and other southern hardwoods. Automobile manufacturers are buying some ash, but they are taking relatively more thick elm, cypress and gum than ash. There is a broadening demand from manufacturers of agricultural vehicles and implements, while the box manufacturers are absorbing reasonably large quantities of low grade cottonwood, gum and other items. The railroads, either directly or indirectly, are in the market for increasing quantities of timber and lumber. Indeed greater activity is reported from practically every source with the exception of overseas. Export buying is quite limited, according to all information obtainable here.

LOUISVILLE

It seems that good demand for southern hardwoods is available but that supply is a question of how long the South is to be flooded and how soon lumbermen will again be making the woods ring to the sound of the axe and saw. Prices are advancing on some grades and are stiffer all along the line, there being less shading. Demand is coming from all of

King Mill & Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum

Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CARLOADS

HARDWOODS and SHINGLES

VESTAL Lumber & Mfg. Company

Knoxville, Tenn.



White Oak Timbers

8-16 ft. long—18-30 ft. long

Sound and Square edge

SWITCH TIES

BAND MILLS: KNOXVILLE, DUFF, FONDE

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

BIRCH

No. 1 & Btr. 10/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 12/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 16/4", reg. widths. & lgths...12 mos. dry

SOFT ELM

No. 2 & Btr. 5/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 8/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 10/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 12/4", reg. widths. & lgths...12 mos. dry
No. 3 & Btr. 6/4", reg. widths. & lgths...12 mos. dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

*Manufacturers
of*
**Stimson's
HARDWOOD
LUMBER**

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

YELLOW PINE
Short Leaf
SHOP LUMBER

Steam Dried 1"—1¼"—1½"—2"

For Sash, Door and Finish Manufacturers
A Good Cutting Grade at Less Than B and Bet.

LET US TELL YOU ABOUT IT

KENTUCKY LUMBER CO.
MILLS: Sulligent, Ala. Lexington, Ky.

The Hardwood Situation

In view of prevailing conditions in this important market, we have considered the present an opportune time to present a chart on the movement of hardwood lumber prices as a basis for an analysis of the situation. In the chart we show the movements of two composite groups of hardwood lumber prices from July, 1916, to March, 1922, compared with the movements of Bradstreet's Index Number representing the general level of prices for the same period.

A free copy of this chart will be mailed upon request. Write Department M today

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the usual sources at once, with the building demand from the retailers and planers, along with small yard jobbers, better than for some years past. Flooring is a big item. The usual lines are active, and then there is the increased export demand. The wagon trade continues very slow, but the implement people report increasing business, which is beginning to move out surplus warehouse stocks. The coal strike is not having any effect on industrial operations so far, and it looks very much as if the nonunion coal fields will be able to supply present demand in fair shape. At least they are running almost full and prices are only up about a dollar a ton. So far there has been no industrial distress for lack of fuel. With pine prices up several dollars a thousand, hardwoods and veneers are due to follow.

NEW ORLEANS

Further curtailment of production because of record-breaking flood conditions throughout the Mississippi delta and its tributaries has been the outstanding change in the hardwood market for the extreme South during the past fortnight. At New Orleans, for instance, the Mississippi river has reached an altogether unprecedented height and the effect on hardwood logging operations throughout the Crescent City territory has been such as almost completely to preclude any manufacturing operations whatever. Though the river is now falling with considerable rapidity, a subsequent crest is apprehended and the result is expected to be a quite total incapacity for further output until late in June or probably until some time in July, thus another month than was originally expected.

Meanwhile inquiries, demand and actual buying are gradually and steadily increasing in volume and the price tendency is distinctly on the ascent. The natural result is a gradual clearing out of all supplies of stock, until recently held by most mills in a superabundance, with a happy clearing out of the lower grades and a rather acute scarcity of the uppers, with such supplies of the latter as remain being rather badly broken up.

Fortunately, but little damage has been sustained by the stock throughout the delta regions, due principally to the fact that certain concessions were made without hesitancy on the part of the manufacturers in the early stages of the threatened flood situation to clear their lumber out of the paths of the floods, or, in some cases, to make special arrangements for its protection. These emergency concessions for a brief time produced a natural adverse effect upon prices, but this factor is now definitely removed from the southern and southwestern field with the result of a better tone in this respect as indicated above.

CHICAGO

There has been little change in the state of demand for hardwoods in the Chicago market during the past fifteen days. Business of local wholesalers handling southern hardwoods has been somewhat reduced because of the sale of distress stocks by mills in the South threatened with inundation. However, this lumber is about all cleared away, and from now on it is expected that a shortage of southern stocks will develop. Therefore, a firming of prices for southern woods is expected during the next thirty to sixty days. Prices for northern stocks have held up strongly and are expected to continue a bullish tendency because of the increasing shortage of upper grade stock. The sale of oak to the flooring factories continues in fine volume; in fact, the millwork trade is especially good.

BUFFALO

The hardwood demand is slowly improving, though the buying is still of a hand-to-mouth character and industrial plants are expecting to make purchases cautiously for some time to come. Increase in trade has been brought about to a large extent by the improvement in building operations and a good amount of interior trim and flooring is being used. The feeling of the wholesalers is that trade will show up fairly well in the near future, though some problems, including that of freight rates, must be settled before business is brisk.

The demand covers a variety of woods, with oak and birch among the leaders, and a little better call for maple. An increase in the sale of poplar has also taken place lately, after a long period of quiet in this wood. Chestnut is wanted in fair quantity for interior trim. The large amount of advertising given to oak recently has undoubtedly been of benefit in stimulating the sale of this wood. Some wholesalers say that their sales of cypress are better than for two or three years. Gum is also going into consumers' hands to a fair extent.

BOSTON

In a general way the business in the hardwood market is improved, but the bettering of the market is coming very slowly. Probably there is a less satisfactory improvement here in the hardwoods market this spring than in any other line of lumber dealing in this section. There is an uncertainty in the business that is disheartening. Some report a fine improvement, but a good many report a poor showing compared to what they reasonably expected, and there are some who say they are having almost no business at all. Nor can it be said that the tone of the market is wonderfully firm. To be sure, the market is not positively weak, but there have been some reductions even in FAS. The fact is that the ranges in prices are far too wide. The ranges in FAS current here at present are as much

as \$10 and \$15 right down the line of the different hardwoods. Though finish demand constitutes but about a fifth of the demand for hardwoods here, yet much was expected of it here. The demand for it has improved, but not at all as much as had been looked for. The fact is that the dealers do not now look for a decided improvement of any particular kind in finish till the houses now started are nearing completion, say long toward the end of the summer.

BEAUMONT

Wet woods in all sections and floods in many, has practically put the hardwood manufacturers out of business in this district for the time being. Within the past ten days the Neches and Sabine rivers have been falling, but the comparatively small area of bottom lands from which the water has receded is still too wet to permit of logging operations. Further heavy rains have fallen in the vicinity of Dallas and Fort Worth which will keep the Trinity river up for some time.

It is expected that the amount of hardwood started north in transit to keep out of the way of floods will affect the market for some days, but the general outlook is considered very favorable. There has been but little change, however, in the actual demand. Favorable logging and operating weather will find stocks very much depleted.

BALTIMORE

Conditions in the hardwood trade at Baltimore, Md., are much the same as they were fifteen days ago, though the improvement noted some time ago appears to continue, with fairly steady progress being made toward a greater demand and more remunerative returns. With railroads and other big consumers going into the market for far larger stocks of lumber and timbers than they called for months ago, there has been a stiffening in the price list, and the fact has received further confirmation that stocks are not at all large and that, in fact, very little would be required to create a shortage. And the immediate future holds out no prospect of such additions as might turn the scantiness of the assortments into important accumulations and a cause of possible congestion. Information from the producers here is still to the effect that orders come only with determined effort, and that anything like freedom in the inquiry is still missing. The buyers, however, manifest more of a disposition to enter into commitments, which, of course, they can only do at better figures than those that prevailed not long ago. Stocks in the yards here are held down to moderate proportions, though such wants as happen to develop from time to time are met promptly enough. The best informed and cautious hardwood men are of the opinion that anything like a boom is not to be looked for but that the expansion in the movement will keep up.

COLUMBUS

The hardwood trade continues firm in every particular. Buying on the part of retailers is the best feature; but, on the other hand, better orders from all classes of industrial concerns are being booked. The tone of the market is good and prospects for the coming few months are said to be bright. Hardwood prices are expected to advance within a few weeks at the most, as the entire price list is firm. There is now practically no cutting to force trade and every change is towards higher levels.

Concerns making boxes, furniture, automobiles and caskets are buying better. Orders from railroads are also increasing, showing a disposition on the part of railroads to buy more supplies. Retail yards are not heavily stocked and dealers are now buying to replace broken stocks. Prices for oak and poplar are rather firm at former levels. The better grades are scarce and this has the effect of switching the demand to the medium grades.

CLEVELAND

The Cleveland hardwood market has shown a decided improvement during the past few weeks and indications are that the demand will grow even greater as the season progresses. The late start in building will have no effect on total seasonal movements, according to wholesalers.

Prices are firm at recent levels, and this factor, too, is doing much to encourage retailers in the construction industries to buy more heavily than has been the practice during the past winter. Outside industries, including automobile and other consuming interests, which usually represent a small fraction of the gross, have thus far this season been the main standby, and with the resumption of construction the demand from this quarter is actually increasing.

Leaders are optimistic in the extreme; hence movements are increasing daily and cars are being placed as rapidly as they become available. It is common knowledge that stocks are low; hence this condition may continue indefinitely.

CINCINNATI

The hardwood trade in Cincinnati no longer is at a standstill but is improving gradually week by week. Demand for all grades of hardwoods during the past two weeks was better than the average, but the total volume of orders was not extraordinarily large. Buying is pretty evenly divided between consumers and dealers. From all reports oak, elm, ash and gum are showing the most activity at the present time. Gum has

C. P. CROSBY

Manufacturer and Wholesaler

Wisconsin Hardwood Lumber

RHINELANDER, WISCONSIN

BASS WOOD

1x6 & wider FAS, all 10 and 12 feet.....	20,000'
1" No. 1 & 2 Common, all 10 and 12 feet.....	28,000'
1" No. 1 Common & Btr., all lengths.....	45,000'
This would yield 1 car 10 & 12 ft. and two cars other lengths	
5 4" No. 1 Common & Btr.....	30,000'
6 4" All FAS.....	20,000'

Other items if you want them

Buskirk-Heyser Lumber Co.

High Grade, Soft Texture

West Va. and Southern

Hardwoods

MIXED CARS OF ANY KIND, GRADE OR THICKNESS FROM OUR

Distributing Yards: CINCINNATI, OHIO

Plain and Qtd. Red and White

Even **OAK** Soft
Color AND OTHER Texture
Hardwoods

Soft Yellow Poplar

MADE **MR** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The
Mowbray & Robinson Co.

(INCORPORATED)
CINCINNATI, OHIO

WE WANT TO SELL

the following

Dry Northern Michigan HARDWOODS

BIRCH

4/4 FAS	30,000'
4/4 Selects	15,000'
4/4 No. 1 Common	15,000'
4/4 No. 2 Common	100,000'
5/4 Selects	55,000'
5/4 No. 1 Common	10,000'
5/4 No. 2 Common	80,000'
4/4 No. 3 Common	200,000'

SOFT ELM

6/4" No. 2 Com. & Btr....	50,000'
8/4 No. 2 Com. & Btr....	33,000'

ASH

4/4 No. 2 Com. & Btr....	100,000'
5/4 No. 1 Com. & Btr....	45,000'
4/4 No. 3 Com.....	100,000'
6/4 No. 3 Com.....	50,000'

HARD MAPLE

4/4x6" & Wider, 8' & Longer	
No. 1 Com. & Btr....	100,000'
6/4 No. 1 Com. & Btr....	100,000'
6/4 No. 1 Com. & Sel....	60,000'
6/4 No. 2 Common.....	150,000'
8/4 No. 2 Com. & Btr....	200,000'
10/4 No. 2 Com. & Btr....	80,000'
12/4 No. 1 Com. & Btr....	30,000'

SOFT MAPLE

4/4 No. 2 Com. & Btr....	150,000'
6/4 No. 2 Com. & Btr....	14,000'
8/4 No. 1 Com. & Btr....	100,000'

BASSWOOD

4/4 No. 1 Com. & Btr....	100,000'
4/4 No. 2 Common.....	45,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

C. H. Worcester Co.

NOT INCORPORATED

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BLAIR LUMBER CO.

Hardwood Manufacturers

CHATTANOOGA, TENN.

lost some of its prestige, since the furniture manufacturers quit buying on a large scale. Generally, conditions in the market look brighter and it appears that buyers are getting in a little better humor judging from the orders that have been placed by them recently. Prices are showing a better tone as the volume of buying expands. There is no pressure to sell and concessions are more difficult to secure. It cannot be too strongly insisted upon that stocks are not at all large, and that it is quite possible for a real shortage to develop with the first sharp competition to place orders. The foreign trade shows no marked departure from the conditions that have obtained with some progress being made toward greater activity and higher prices. The increase in building permits is considered a good sign and probably will help to stimulate the hardwood market later. A widespread buying of rolling stock and railroad equipment by six railroads entering Cincinnati heralds the renewal of pre-war travel and the expectation of greater volumes of business, railroad officials said.

INDIANAPOLIS

Indications now are that the demand for hardwoods has settled into what is likely to be a steady spring and summer trade. Practically all the retail yards have their stocks built up to about where they will be kept until late in the fall and the present demand indicates more clearly the consumption. Prices show no change and deliveries are easy. For a time it was feared that flood conditions in various parts of the country might delay shipments, but this delay was only of minor importance. Demand from the construction end is by far the big end of the business. The interior finish and flooring mills are working to capacity and many are far behind with orders. Extra shifts have been put to work in many plants to catch up with orders. Oak, red gum and hard maple appear to be the favorite woods with the construction interests. The industrials show but little activity. Some of the furniture plants are working to capacity, but the most of them are not. Box factories report a little increase in business, as do the handle plants. Business is slow with the piano manufacturers and the automobile body builders.

EVANSVILLE

The hardwood lumber manufacturers and the wholesalers of Evansville and other towns in southern Indiana report a steady improvement in business and, while things have not been booming, they have been coming along all right, and May has started in under most favorable auspices. The manufacturers, as well as the wholesalers, believe that May will bring in a larger volume of trade than the month of April, which was a better month than March. Owing to the excessive rains and the floods in the south and along Green and Barren rivers in western Kentucky, logging operations have been stopped for the past several weeks, but May probably will see a resumption of operations in those sections. Many of the hardwood mills in this section either remain closed down or are running on part time. Lumber prices are holding firm and probably will advance in price a little later on when the demand gets more brisk, due to increased activities in the building lines. There is a better demand for gum now than for some time past, and several more grades are moving very good. General business conditions are improving and collections have improved some during the past month. Lumber manufacturers report that railroads are buying more liberally of stocks and that they expect to see a great many railroad improvements during the next few months. Many of the wood consuming factories in Evansville now are operating on almost a pre-war basis and business is looking up right along. Sash and door men and planing mill men say that their trade is getting some better and that they are looking for a very good season after the middle of May. Veneer manufacturers say that the trade outlook is better now than it has been for some time past. Wagon manufacturers also report a better feeling in trade circles with indications of a better business than last year.

TORONTO

While a fair volume of business is passing in the hardwood market in Toronto it is not at all profitable to the lumberman who finds market conditions anything but satisfactory. What sales there are being made cannot be replaced at the selling price and despite the fact that a good-sized building program has been launched all over Ontario, the yards are not buying and the demand all around is not what it should be. Prices range as much as \$12 per thousand on Canadian hardwoods both below and above market figures, according to firms that have called for tenders recently. Most of the automobile buying of hardwoods for the construction of car bodies has been completed for the spring months. Body makers had, in most instances, carried over a certain amount of stock from last year, and their 1922 purchasing was mostly to even up their stocks. In a majority of cases the body manufacturers have practically enough to carry them through the active part of the spring operations. A broader industrial demand is noticed, however, furniture, trim, flooring and other manufacturing consumers of hardwoods buying in somewhat larger quantities. The lumber still in weak hands continues to give the wholesale trade considerable anxiety, but it is anticipated that the stocks that are being offered periodically at prices under the market level will be worked off by the end of the half-year. If that prediction is correct the market will be steadier, and prices will be better established. At present the variations in quotations are an unsettling influence.

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Stimson Veneer & Lumber Co.
Memphis, Tenn

J. V. Stimson Hardwood Co.
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Manufacturers

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ALL GRADES AND THICKNESSES
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DRYING
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**PROCTOR &
SCHWARTZ, INC.**
PHILADELPHIA

CATALOGUE ON REQUEST

effect that these plants are doing a good business and that the check noted some time ago has been overcome. Dealers, it is stated, are stocking up in anticipation of a good fall trade, and even the summer promises to be better than there seemed reason to expect not so long ago. There are indications of increased buying by the railroads and other big consumers, and the outlook is regarded as promising decidedly better things.

COLUMBUS

A decidedly strong demand for all varieties of hardwoods has developed in Columbus and central Ohio territory during the past fortnight. Buying of hardwoods on the part of retailers is still the best feature, but on the other hand there is a decided increase in the demand from industrial plants. Factories making automobiles, boxes and pianos are buying liberally and railroads are also showing an inclination to come into the market. Stocks in the hands of dealers are only fair and buying to replenish them has been the rule.

Shipments are coming out promptly from most sections, since the high waters have subsided. Prices are generally firm at former levels and every change is upward. There is now less cutting to force trade than has been known for some time. Scarcity of the higher grades is as marked as formerly.

CINCINNATI

While there is still no rush in the demand for hardwood lumber, the trade is fairly active and decidedly better than it was a month ago. Local dealers report an improved demand for the better grades, due largely to the fact that more building work is in progress. Prices have not changed since the slight flurry two weeks ago, and lumbermen say that there may be a slight increase soon because of a shortage of certain items in the better stocks. Shipments are not coming in as promptly as they were a few weeks back. The industrial demand centers around one or two factors. The automobile manufacturers are the best customers, while the furniture interests have not been buying up to their standard for several weeks. The demand covers a variety of woods, with oak, elm and gum among the leaders and a little better call for birch, walnut and maple. An increase in the sale of poplar has also taken place lately, after a long period of quiet in this wood. Many of the wood consuming factories in and around Cincinnati now are operating on almost a pre-war basis and business is looking up right along. An improvement has been noticed in the volume of inquiries from the railroads. Members of the local trade look for some mighty good business from this industry before many weeks. The export business is nothing to boast about, but the outlook is brighter than it was a few weeks back. Owing to the flood conditions in the South, local dealers are not eager to dispose of their stocks at present quotations. There is no pressure to sell and concessions are more difficult to secure.

INDIANAPOLIS

Although the actual demand for hardwoods from the retailers appears to be at a standstill, neither gaining nor losing, the interior finish and flooring factories seem to be as busy as usual. Many of them are behind with orders and some are working overtime to catch up. The demand now from the retail yards means the approximate consumption since stocks are about the level at which they will be carried during the late spring and summer. Oak and gum continue to rule favorites with the construction interests. There is a little more activity among the furniture factories and the box factories also report a little increased demand. With the talking machine cabinet and piano factories there appears little change. Prices are stiffening a little, due, it is believed, to the general construction demand. Uppers especially show strength. During the past week there has been some inquiry from the railroads and electric railway companies, but up to the present time very little business.

LOUISVILLE

The hardwood market is very firm and demand quite steady from general lines, although the furniture trade hasn't been buying as freely as it was. However, demand for hardwood lumber for interior use, in building operations, flooring, poplar siding, etc., is very good, and the general demand from jobbers and planers is better than for some time past. There is some little export business being handled, and box factory demand is better. Collections are quiet. Lumber plants in this vicinity are running at almost or full capacity in view of the very light southern production and prospects for many mills continuing down for thirty to sixty days account of high water.

NEW ORLEANS

With inquiries becoming more general and extensive than at any previous time since the boom days of 1919 and demand becoming more and more active and prices remaining firm in the main, the manufacturers and others interested in hardwoods throughout the Southwest are finding themselves being rapidly engulfed in a genuine flood of optimism over the immediate outlook. And this, too, it should be added, in spite of the cloud of blackness which persists in hanging low over the horizon of production.

Production, as a whole throughout the Southwest continues, as for several weeks past, to amount practically to nil because of the flood situa-

tion. In the hills of this section it is, of course, proceeding away unabated. But in the uplands of this section there are few hardwoods.

Inquiries within the past fortnight have been more widely distributed than for any time previous for three years past, according to various leading manufacturers. And this circumstance is taken as being of especial significance in that it indicates the country as a whole as contradistinguished from only various spots is getting active in the market. The tendency of prices is to remain firm, but such few changes as have occurred within the past fortnight have been on the upward scale.

MILWAUKEE

The demand for hardwoods as noted by manufacturers in northern Wisconsin is the most active in at least eighteen months, and is increasing from day to day. Stocks at mills are not being replenished as rapidly as they are reduced by shipments on contract specifications and current sales, which tends to give prices a very firm tone. Some items have advanced recently and it is believed likely that the entire list is due for an increase.

Industrial requirements are heavy and, while purchases are usually not much in excess of consumptive requirements, the aggregate is larger than it has been since the summer of 1920. The firmer trend of prices is inducing some of the larger interests to buy more than to cover bare necessities, but other consumers are sticking pretty closely to requirements in view. The automobile body trade is one of the heaviest buyers, and this is probably the best source of business at present. Furniture factories are on an excellent footing once more and their orders are increasing steadily. New construction is taking larger quantities of building material, including flooring.

Sash and door factories in Wisconsin have increased their production schedules materially in the last few weeks and taking more stock from mills. The farm implement industries are not yet buying any considerable quantity, although prospects are that this source will be open wider within a short time.

The lower grades of hardwoods are moving better, and this is relieving a problem that has confronted manufacturers for a long time. Box and crating manufacturers are getting some fair-sized orders.

A good many concerns in northern Wisconsin are carrying forward their woods work through the summer months in order to keep mills supplied with logs. While logging operations last winter were of a fairly good proportion, the demand which has developed in the last three to four months is beyond the estimates made last fall, with the result that summer logging has to be undertaken to meet all requirements.

EVANSVILLE

There has been a gradual improvement in the business done by hardwood lumber manufacturers and wholesalers at Evansville and in other towns in southern Indiana during the past month. While there has not been anything like a boom, trade has come along all right and both orders and inquiries have shown a log increase over the month of April. The manufacturers and wholesalers are of the opinion that trade for the summer and fall months will show a nice increase in trade over the corresponding months of last year. Few of the large mills in this section have been operating and practically no logs have been coming in. Now that the floods along Green and Barren rivers in western Kentucky have subsided, it is believed that logging operations will start again soon and that many logs will be rafted to the local mills and plants at Owensboro, Ky., during the next few months. The demand for the best grades of hardwood lumber is very good and the lower grades are moving better than they were a month or six weeks ago. Furniture factories have been in the market for some lumber recently and since they are operating on fairly good time they will be in the market for more lumber from time to time. Taken as a whole, the outlook is not discouraging and in fact is better than it has been at any time this year.

TORONTO

While the hardwood market in Toronto and district is showing some improvement, there is general complaint that business is being done on a no-profit basis and in many cases at an actual loss. Most wholesalers report a fair volume of sales under the impetus of the spring building program which is proceeding briskly, but, generally speaking, lumber prices are unsatisfactory and there is little money in the business as matters are at present. There is some scarcity of birch and maple in firsts, seconds and selects, particularly in one, one and a half and two-inch stuff, although there are plenty of low ends offering for which the demand is limited. In sales transactions some of the bigger holders are endeavoring to make the higher quality carry the low. It is recognized that any substantial increase in demand would bring advances in prices, but buyers are not yet showing any very great interest and there is a wide range in prevailing quotations. Some wholesalers report that mill men want more for their stocks at the mills than the wholesaler can realize for what material he has on hand or is seeking to replace. Competition for sales is particularly keen in the Toronto market, many salesmen having concentrated on this city under the impression, which is true to some extent, that there is a big building boom on here. It is undoubtedly true that a big business is being done in this city, but the rivalry for trade is so keen that many firms are doing business at a loss.

C. P. CROSBY

Manufacturer and Wholesaler

Wisconsin Hardwood Lumber

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1x6 & wider FAS, all 10 and 12 feet	20,000'
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1" No. 1 Common & Btr., all lengths	45,000'
This would yield 1 car 10 & 12 ft. and two cars other lengths	
5 4 No. 1 Common & Btr.	30,000'
6 4" All FAS	20,000'

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West Va. and Southern

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Plain and Qtd. Red and White

Even Color **OAK** Soft Texture
AND OTHER Hardwoods

Soft Yellow Poplar

MADE **(MR)** RIGHT

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PROMPT SHIPMENTS

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Mowbray & Robinson Co.

(INCORPORATED)
CINCINNATI, OHIO

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NO. 2 C. & BTR., white, 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8, 4/4, 6/4, 8/4, 12/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., white, 4/4-12/4", reg. wdths. & lgths., 12 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & 3, 5/4", CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4 reg. wdths. & lgths. (10% No. 1). yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 3, 4/4", 4" & wdr., 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

FAS, pl., 4/4", 6" & up, 8-16" (1/3 14 & 16", and some 10" & up), 9 mos. dry; NO. 2 C., 4/4", 3" & up, 4-16", 9 mos. dry; NO. 2 C. & BTR., 10/4 & 12/4", 3" & up, 8-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

COM. & BTR., 4/4" & thicker, good wdths., 40% & btr., 14 & 16". H. A. HOOVER, South Bend, Ind.

LOG RUN, 6/4, 12/4". J. T. KITCHEN LBR. CO., Columbus, Ind.

ALL GRADES, 5/8", 16/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4". HARRY H. MAUS, So. Bend, Ind.

NO. 1 & BTR., white, 4/4, 16/4", nice wdths. & lgths., dry, tough textured. Ind. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 1 C. & BTR., 10/4, 12/4", reg. wdths. & lgths., 6-12 mos. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

FAS, 4/4-8/4", reg. wdths. & lgths., 4-8 mos. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 4-8 mos. dry; NO. 1 C., 4/4-12/4", reg. wdths. & lgths., 4-8 mos. dry; NO. 2 C., 4/4-8/4", reg. wdths. & lgths., 4-8 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

FAS, white, 4/4", 14" & up, std. lgths., 1-2 yrs. dry, northern stock, tough texture; NO. 1 C. & BTR., white, 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry, northern stock, tough texture. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/4, reg. wdths. & lgths., dry; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 & BTR., 5/4", winter-sawn, reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 3 C. & BTR. (mostly common), 4/4", 3" & up, 6-16", 9 mos. dry; FAS, choice white, 5/4", 12" & up, 8-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 & BTR., 8/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS, 4/4", 6 mos. dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4-12/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BEECH

COM. & BTR., 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 10/4". J. T. KITCHEN LBR. CO., Columbus, Ind.

NO. 2 & BTR., 4/4-8/4", nice wdths., & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 2 & B., high grade, 5/4, 8/4", good wdths., long lgths., dry. STRABLE LBR. & SALT LBR. CO., Saginaw, Mich.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SEL. & BTR., 4/4", 6" & wdr., 8' & longer, 15 mos. dry; NO. 2 C., 4/4, 4" & wdr., 4' & longer, 15 mos. dry; NO. 3 C., 4/4, 5/4, 4" & wdr., 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4, 5/4"; SELS. & BTR., 8/4"; NO. 1 & BTR., 12/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 1 & BTR., 12/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 4/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

SEL. & BTR., 4/4, 5/4, 6/4" (75% FAS), 20% 10" & up wide, 50%, 14 & 16" long, dry; NO. 1, 4/4", wide, 50% 14 & 16" long, dry; NO. 1, 8/4", wide, good lgths., dry. STRABLE LBR. SALT LBR. CO., Saginaw, Mich.

CLEAR, 1 & 2 face, 1x4", 12 mos. dry; CLEAR 1x4 & wider, 4" long; CLEAR 1 & 2, face, 1"x4" & wider, 6" long. THUNDER LAKE LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4 to 16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUTTERNUT

COM. & BTR., 25% FAS., 4/4", 4" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, choice stock, 4/4", 6" & up, 8-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN, 4/4", reg. wdths. & lgths., 1 mo. to 2 yrs. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COTTONWOOD

BX. BDS., 4/4, 9-17 wide, reg. lgths., 3 mos. & over dry; NOS. 1 C. & BTR., 4/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

BX. BDS., 4/4", 9 to 17", bone dry; FAS, 4/4", 6 to 17", bone dry; NO. 1 C., 4/4", CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

FAS, 4/4". C. B. COLBORN, Memphis, Tenn.

FAS, 4/4", reg. wdths. & lgths.; NO. 1 C., NO. 2 C., both 4/4", reg. wdths. & lgths.; NO. 3 C. & BTR., 8/4", reg. wdths. & lgths. GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 4/4", 5/4"; NO. 1 C. 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

CYPRESS

NO. 1 C., 4/4", 6, 8, 10, 12"; NO. 2 C., 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 1 SHOP, 4/4", reg. wdths. & lgths.; NO. 1 SHOP & BTR., 5/4", reg. wdths. & lgths. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 SHOP, 4/4". KING MILL & LBR. CO., Paducah, Ky.

SHOP & BTR., 4/4, 5/4, 6/4, good wdths., 50% or more 14 & 16", 6 mos. & btr. dry. MISSISSIPPI VALLEY HARDWOOD CO., INC., Memphis, Tenn.

LOG RUN, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., st. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Memphis, Tenn.

ELM—SOFT

NO. 2 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 14/4", C. B. COLBORN, Memphis, TENN.

NO. 3 C., 5/4, 4" & wdr., 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

C. LOG RUN, 4/4"; NO. 1 C. & BTR., 8/4". C. P. CROSBY, Rhinelander, Wis.

NO. 2 C. & BTR., 4/4"; NO. 1 C. & BTR., 8/4, 10/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

SEL. & BTR., 4/4, reg. wdths. & lgths., yr. dry; NO. 2 & BTR., 5/4, 6/4, reg. wdths. & lgths., yr. dry; NO. 1 & BTR., 8/4, 10/4, reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 2 C. & BTR., 10/4", 12/4", 4" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

COM. & BTR., 4/4-12/4", reg. wdths. & lgths., dry. H. A. HOOVER, South Bend, Ind.

NO. 1 C. & BTR., 8/4, 10/4, 12/4"; NO. 3 C., 4/4, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 10/4". KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 12/4", 14/4". J. T. KITCHEN LBR. CO., Columbus, Ind.

SEL., NO. 1 & 2 C., 4/4"; NO. 2 C. & BTR., 8/4", 70% 8" & wider. MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4, 8/4, 10/4, 12/4", HARRY H. MAUS, So. Bend, Ind.

NO. 2 & 3 C., 5/8"; LOG RUN, 8/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 2, 4/4", wide, long, dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

LOG RUN, 4/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., 1 mo. to 2 yrs. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

ELM—ROCK

NO. 2 C. & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

COM. & BTR., 4/4, 5/4, 8/4", reg. wdths. & lgths., dry. MISSISSIPPI VALLEY HARDWOOD CO., INC., Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., 5/4". C. B. COLBORN, Memphis, Tenn.

COM. & BTR. (mostly red), 4/4", 3" & wider, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

COM. & BTR., 4/4, 5/4, 8/4, reg. wdths. & lgths., dry; COM. & BTR., S.N.D., 5/4, 8/4", reg. wdths. & lgths., dry. MISSISSIPPI VALLEY HARDWOOD CO., INC., Memphis, Tenn.

NO. 1 C. & BTR. S.N.D., 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

COM. & BTR., 4/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C., 4/4", reg. wdths. & lgths., dry. MISSISSIPPI VALLEY HARDWOOD CO., INC., Memphis, Tenn.

LOG RUN, 4/4", reg. wdths. & lgths., yr. & over dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

FAS & NO. 1 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

HARDWOODS FOR SALE

GUM—MISCELLANEOUS

NO. 1 C & BTR., pl. & qtd. black, 4/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 3 C 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

FAS, tupelo, 4/4", reg. wdths. & lgths. GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., pl. & qtd., 4/4-12/4", 40% & btr. 14 & 16", dry. H. A. HOOVER, South Bend, Ind.

NO. 1 C., FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, qtd., 4/4". J. T. KITCHEN LBR. CO., Columbus, Ind.

NO. 1 C., qtd., black, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

HACKBERRY

NO. 2 C. & BTR., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

HICKORY

NO. 2 C. & BTR., pecan, 8/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C & BTR., pecan, 6/4, 8/4". BELLGRADE LBR. CO., Memphis, Tenn.

COM., 6/4-8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 6/4, 8/4", 3" & up, 6-16", 9 mos. dry; LOG RUN, 8/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 & BTR., 6/4, 8/4, 10/4". KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 6/4 & 10/4". J. T. KITCHEN LBR. CO., Columbus, Ind.

LOG RUN, 8/4", reg. wdths. & lgths., 1 yr. & over dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, BELLGRADE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 10/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4/4, 6" & wdr., 8' & longer, 15 mos. dry; NO. 1 & 2, 4/4, 5/4", 4" & wdr., 4' & longer, 15 mos. dry; NO. 2 & BTR., 5/4, 4" & wdr., 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 & 2 C. largely NO. 1, 10/4, 12/4"; NO. 1 & BTR. largely FAS, 5/4, 8/4, 12/4". C. P. CROSBY, Rhinelander, Wis.

COM. & BTR., 5/8", 8" & up (some below 8"), 6-16", 9 mos. dry; COM. & BTR., 4/4", 3" & wider (mostly 3-6" & COM.), 6-16", 9 mos. dry; FAS, choice, 4/4", 12" & up, 8-16", 9 mos. dry; NO. 2 C., 4/4", 3" & up, 6-16", 9 mos. dry; COM. & BTR., 6/4", 3" & up, 6-16" (mostly 14 & 16"), 9 mos. dry; COM. & BTR., 8/4", 3" & up, 5-12", 9 mos. dry; NO. 1 & 2 C., 8/4", 3" & up, 6-16", 9 mos. dry, kiln dry; COM. & BTR., qtd., 4/4", 3/8" 6-16" (mostly narrow), 9 mos. dry; CURLY, qtd., 8/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 8/4, 10/4"; NO. 1 C. & BTR., 12/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 3, 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; NO. 1 C. & BTR., qtd., 4/4, 5/4, 6/4, 8/4"; END PILED, white, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

COM. & BTR., 12/4". J. T. KITCHEN LBR. CO., Columbus, Ind.

NO. 3 C., 4 1/4, 5 1/4, 6 1/4, 8 1/4"; SEL., NO. 1 & 2 C., 5/4, 6/4"; NO. 1 C. & BTR., 3/4"; NO. 2 C., 8/4, 10/4, 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

LOG RUN, 10/4" & 12/4", reg. wdths. & lgths., yr. & over dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 & BTR., 8/4, 10/4"; NO. 1 & 2 C., 4/4". THUNDER LAKE LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4-16/4". reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 4" & wdr., 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

LOG RUN, 10/4, 12/4, 13/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 4/4, 8/4". 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

COM. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., 4/4, 6/4, 8/4". HARRY H. MAUS, So. Bend, Ind.

LOG RUN, 10/4", reg. wdths. & lgths., yr. & over dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 & BTR., 4/4". THUNDER LAKE LBR. CO., Rhinelander, Wis.

OAK—PLAIN RED

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4". reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 4/4-16/4". reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

COM. & BTR., 4/4", 3" & wider, 6-16", 9 mos. dry; COM. & BTR., sten plank, 5/4", 11" & wider, 8-16", 9 mos. dry; COM. & BTR. (mostly good), 8/4, 10/4", 6" & up, 8-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS., 4/4". J. T. KITCHEN LBR. CO., Columbus, Ind.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 5/4, 6/4". reg. wdths. & lgths., dry; NO. 2 C., 4/4" reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

COM. & BTR., 4/4". J. T. KITCHEN LBR. CO., Columbus, Ind.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C. & BTR., 4/4-10/4". reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., 4/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS., Fort Wayne, Ind.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4-16/4". reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 3/4". BELLGRADE LBR. CO., Memphis, Tenn.

FAS., 5/4"; NO. 1 C. 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 3/8", 5" & wider, 6-12", 9 mos. dry; FAS, 4/4", 6-8 3/4", 8-16", 9 mos. dry; STRIPS, 4/4", 2-5 1/2", 8-16", 9 mos. dry; NO. 1 C., 4/4", 3" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & BTR., 5/8, 4/4, 5/4, reg. wdths. & lgths., dry; FLITCHES, FAS, 3" to 6", 50% 10 & wdr. reg. lgths., green. MISSISSIPPI VALLEY HARDWOOD CO., INC., Memphis, Tenn.

CLEAR STRIPS, 4/4-3", 4" & 5"; COM. & BTR., 4/4", 1 1/2-2 1/2". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, 1/2, 3/4, 4/4"; NO. 1 C. 1/2, 3/4, 4/4, 6/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 C. & FAS, 4/4", reg. wdths. & lgths., yr. & over dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

FAS, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 1, 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., sd. wormy, 3/4, 4/4, 5/4" reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., 4/4-12/4", good wdths., 40% & Btr., 14-16", yr. and over dry. H. A. HOOVER, South Bend, Ind.

NO. 1 C., 4/4. KING MILL & LUMBER CO., Paducah, Ky.

NO. 3 C., 4/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4". HARRY H. MAUS, So. Bend, Ind.

NO. 2 & BTR., pl. & qtd., 4/4-10/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

POPLAR

FAS, 5/4". SAPS & SELS., 5/4, 6/4"; NO. 1 C., 5/4, 6/4"; NO. A COM., 5/4". BLAIR LBR. CO., Chattanooga, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

COM. & BTR. SND., pl., 5/8", 4/4", 4" & up, 6-16", 9 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

PANEL & WIDE, NO. 1, 18 & up, 40-50% 22 & up, 75% 14 & 16", dry. MISSISSIPPI VALLEY HARDWOOD CO., INC., Memphis, Tenn.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, SND, 5/8, 4/4", reg. wdths. & lgths., dry; NO. 2 A. & B. C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

NO. 2 & 3, 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

LOG RUN, 8/4, 10/4, 12/4", 16/4". JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

WALNUT

NO. 2 C. & BTR., snd., 3/8-7/8", 3" & up, 6-16", 9 mos. dry, steamed; NO. 2 C. & BTR., snd., 4/4-10/4", 3" & up, 6-16", 9 mos. dry, steamed; FAS, snd., 4/4", 10" & up, 6-16", 9 mos. dry, steamed. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS., 4/4, 5/4, 6/4, 8/4, 12/4", nice wdths. & lgths., dry, steamed; SELS., 4/4, 5/4, 6/4, 8/4, 12/4", dry, steamed; NO. 1 C., NO. 2 C., both 4/4, 5/4, 6/4, 8/4", nice wdths. & lgths., dry, steamed. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

MISCELLANEOUS DIMENSION STOCK

ASH

2 1/2 x 2 1/2 - 30". C. B. COLBORN, Memphis, Tenn.

GUM

2 x 2 - 30, 2 1/2 x 2 1/2 - 30", 2 x 2 and 2 1/2 x 2 1/2 - 19", sap. C. B. COLBORN, Memphis, Tenn.

OAK

R. & W., squares, 2x2-30". C. B. COLBORN, Memphis, Tenn.

HARDWOODS FOR SALE

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

VENEER—FACE ASH

LOG RUN, brown, 1/20, 1/16, 1/8, 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

LOG RUN, 1/16, 1/8, 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

LOG RUN, 1/20", 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

LOG RUN, 1/16", 1/8", 6-36", 48-86". UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13' long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig. 6-16' long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in African mahogany veneer plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

MAHOGANY

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

CROSS BANDING AND BACKING BIRCH

CROSS BANDING, 1/28, 1/24, 1/20, cut to size. UNDERWOOD VENEER CO., Wausau, Wis.

SLICED, 1/28; SAWED, 1/8. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoynes Ave., Chicago, Ill.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

LOG RUN, white, 1/16, 1/8, 6-36, 48-86. UNDERWOOD VENEER CO., Wausau, Wis.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-30" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8/30" wide, 4-10" long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4", 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

WALNUT

1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoynes Ave., Chicago, Ill.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, 144x28 & 42. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

ALL WOODS, "A" 13/16, 144x28&42. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoynes Ave., Chicago, Ill.

PANELS AND TOPS

ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4", G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

THREE PLY, brown, G1S, qtd. 24", 72" & G2S, 1/4, 24", 72". UNDERWOOD VENEER CO., Wausau, Wis.

BIRCH

THREE & FIVE PLY, pl. & curly. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY, 1/4", G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

THREE PLY, G1S, 1/4", 24", 72" & 30", 72"; G2S, 5/16, 24-72, & 5/16, 30-72". UNDERWOOD VENEER CO., Wausau, Wis.

FIR

DRAWER BOTTOMS, BACKING, G1&2S. THREE PLY, 1/4", 3/8" & 3/7"—also three ply door panels. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

GUM

THREE PLY, pl. & fig. 1/4", 3/8". R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 5/16", G1S, stock sizes; THREE PLY, qtd. red, 1/4", G1S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

"A" GRADE, figured, all thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoynes Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoynes Ave., Chicago.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8", G2S, stock sizes; THREE PLY, qtd. white, 1/4", G1S, G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

"A" GRADE, all sizes & thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoynes Ave., Chicago, Ill.

YELLOW PINE

THREE PLY, 1/4", G1S, G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

USE OAK

* Has Individual Display Ad on Page Designated

FOR ANYTHING IN OAK WRITE THE FIRMS ON THIS PAGE

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write

AMERICAN COLUMN AND LUMBER COMPANY
Brunson Building Columbus, Ohio

(*See page 967)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 62) 3/4 to 6/4 Sound Worn Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO. **OHIO**
Manufacturer, Greenfield,

**OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak**
These are a few of the many species of oak in commercial use

(*See page 5)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

(*See page 11)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

Farris Hardwood Lumber Co.
NASHVILLE, TENN.
Quartered and Plain Red and White Oak—All
Tennessee Stock. Oak and Beech Flooring.

EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 8)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 10)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page 14)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page 1)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C— Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 1)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, **Memphis TENNESSEE**

(*See page 11)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 1)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 11)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

(*See page 1)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page 1)
We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-BOACH LUMBER CO. **INDIANA**
Manufacturer Seymour,

A B C—
15 years' supply secured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tschody Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 27)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

SALT LICK LUMBER COMPANY

Salt Lick, Kentucky

Manufacturers
of

Eureka
WHITE AND RED

OAK

Complete stock of
3/8" and 1/2"
in all
standard widths

FLOORING

FOR PROMPT SHIPMENT

MAPLE		BIRCH	
1 1/2" No. 1 C. & B. 12,000'	1 1/2" No. 2 C. & B. 12,000'	1 1/2" No. 1 C. & B. 12,000'	1 1/2" No. 2 C. & B. 12,000'
1 1/2" No. 1 C. & B. 13,000'	1 1/2" No. 2 C. & B. 13,000'	1 1/2" No. 1 C. & B. 13,000'	1 1/2" No. 2 C. & B. 13,000'
1 1/2" No. 1 C. & B. 15,000'	1 1/2" No. 2 C. & B. 15,000'	1 1/2" No. 1 C. & B. 15,000'	1 1/2" No. 2 C. & B. 15,000'
1 1/2" No. 1 C. & B. 50,000'	1 1/2" No. 2 C. & B. 50,000'	1 1/2" No. 1 C. & B. 50,000'	1 1/2" No. 2 C. & B. 50,000'
1 1/2" No. 3 Common 200,000'	1 1/2" No. 3 Common 200,000'	1 1/2" No. 3 Common 200,000'	1 1/2" No. 3 Common 200,000'
BASSWOOD		BEECH	
1 1/2" FAS 10,000'	1 1/2" No. 1 C. & B. 10,000'	5/8" No. 1 C. & B. 10,000'	5/8" No. 2 C. & B. 10,000'
1 1/2" No. 1 C. & B. 12,000'	1 1/2" No. 2 C. & B. 12,000'	4/4" No. 1 C. & B. 12,000'	4/4" No. 2 C. & B. 12,000'
1 1/2" No. 2 C. & B. 12,000'	1 1/2" No. 3 C. & B. 12,000'	6/1" No. 1 C. & B. 12,000'	6/1" No. 2 C. & B. 12,000'

SOFT ELM ALL THICKNESSES

EAST JORDAN LUMBER CO.
EAST JORDAN, MICHIGAN

Maisey & Dion Hardwoods

KILN DRIED AND AIR DRIED

OFFICE & YARDS 2349 to 2423 So. Loomis St.

TELEPHONES

CANAL 1830

CANAL 1831

CANAL 118

The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

*Exporters of All Kinds of
HARDWOOD LUMBER*

Barr-Holaday Lumber Company

MANUFACTURERS OF HIGH GRADE

Southern Hardwoods

Main Office.....Greenfield, Ohio

Band MillLouise, Mississippi

Branch Office. Indianapolis, Indiana

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK

4/4" No. 1 Common.... 3 cars
5/4" No. 1 Common.... 1 car

QUARTERED RED OAK

4/4" No. 1 Com. & Btr. 4 cars
5/4" No. 1 Common.... 1 car

PLAIN RED OAK

5/8" No. 1 Com. & Btr. 1 car
4/4" No. 1 Com. & Btr. 3 cars
10/4" No. 1 Com. & Btr. 1 car
4/4" No. 1 & No. 2 C... 2 cars
5/4" No. 1 & No. 2 C... 4 cars
6/4" No. 1 & No. 2 C... 4 cars
8/4" No. 1 & No. 2 C... 2 cars
10/4" No. 1 & No. 2 C... 2 cars

HICKORY

8/4" No. 2 Com. & Btr. 2 cars
10/4" No. 2 Com. & Btr. 1 car
8/4" No. 2 Common.... 1 car

PLAIN MIXED OAK

3/4" No. 2 Common.... 1 car
3/4" Sound Wormy 2 cars
4/4" Sound Wormy 5 cars
5/4" Sound Wormy 3 cars
6/4" Sound Wormy 1 car

QTD. & PLAIN RED GUM

4/4" No. 2 Common.... 2 cars
5/4" No. 2 Common.... 2 cars

QUARTERED SAP GUM

6/4" No. 1 Com. & Btr. 2 cars
8/4" No. 1 Com. & Btr. 2 cars

QTD. & PLAIN BLACK GUM
4/4" No. 1 Com. & Btr. 4 cars

ELM

10/4" No. 2 Com. & Btr. 1 car
12/4" No. 2 Com. & Btr. 2 cars
6/4" No. 2 Common.... 3 cars

White and Red Oak Gum

AND OTHER

Southern Hardwoods

CORRESPONDENCE WANTED

Crossett Lumber Company
CROSSETT, ARKANSAS

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS.' ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

SOFT ELM

4/4" No. 2 Common & Better.....125,000 feet

HARD MAPLE

8/4" No. 2 Common & Better.....200,000 feet

10/4" No. 2 Common & Better.....100,000 feet

The Hanson Land & Lumber Co., Grayling, Mich.

SEVERAL THOUSAND LUMBERMEN

are using our Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD

CHICAGO

17

Von Platen-Fox Co.

Manufacturers of

Fine Northern Basswood
Birch, Elm and Maple Lumber

FOR SALE—HARD MAPLE

1x4" Sap Strips..... 32,000' 10/4" No. 1 Common.... 50,000'
5/4" No. 1 Common.... 100,000' 12/4" No. 1 & Better... 100,000'
6/4" No. 2 Common.... 100,000' 12/4" No. 1 Common.... 25,000'

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Building

CHICAGO OFFICE
1329 Peoples Gas Building

17

17

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

4/4 FAS150,000'

Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.

4/4 No. 1 Com. & Selects.....150,000'

Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

6/4 No. 1 Com. & Bet..... 75,000'

5/4 No. 1 Com. & Bet..... 40,000'

Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

4/4 Log RunOne Car

SOUTHERN SOFT MAPLE

5/4 Log Run100,000'
(Worm holes no defect)

10/4 Log Run100,000'
(Worm holes no defect)

PLAIN RED OAK

5/4 Common & Select.....60,000'

PLAIN SAP GUM

5/8 FAS150,000'

PLAIN SYCAMORE

5/8 No. 2 Com. & Bet.....100,000'

6/4 No. 1 Com. & Bet.....100,000'

Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

5/4 No. 1 Com. & Bet.....150,000'

Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

8/4 No. 2 Com. & Bet.....200,000'

6/4 No. 2 Com. & Bet.....100,000'

10/4 No. 2 Com. & Bet..... 20,000'

12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move

4/4 No. 1 Common200,000'

5/4 FAS 40,000'

6/4 No. 1 Com. & Bet.....100,000'

8/4 No. 1 Com. & Bet..... 50,000'

All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



Michigan Hardwoods

Dry Stock May, 1922

BASSWOOD

1x6 FAS.....	80M
1x6½ to 11½ FAS.....	150M
1x11¾ & up FAS.....	40M
1x4 Clear.....	11M
1x5½ & up Selects.....	100M
1x7 & up No. 1 Common.....	100M
4/4 No. 2 Common.....	60M
4/4 No. 3 Common.....	20M

GRAY ELM

4/4 FAS.....	20M
1x10 & up FAS.....	40M
6/4 No. 1 Common & Better...	79M
10/4 No. 1 Common & Better...	21M

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

When in Need of
Northern Hardwoods

WRITE

**STEARNS & CULVER
LUMBER CO.**

L'ANSE, MICHIGAN

**Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple**

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum, Plain Red Oak, Plain White Oak, Quartered Red Oak, Quartered White Oak and other lumber is *Superior*. Conditions are ideal for perfect growth.

**MILLER
LUMBER
CO.**

MARIANNA, ARKANSAS

Two Band Mills
100,000 Feet Daily Capacity



Aardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, MAY 25, 1922

Subscription \$2
Vol. LIII, No. 3

JUNE LIST



QTD. WHITE OAK

4 4 FAS.....	58,000
4 4 No. 1 Com....	160,000
4 4 Clr. Stps. 4-5 1/2	45,000
4 4 Clr. Stps. 2 1/2-	
3 1/2	21,000
5 4 Com. & Bet....	35,000
6 4 No. 1 Com....	52,000
8 4 No. 1 Com....	24,000

QTD. RED OAK

4 4 No. 1 Com....	64,000
-------------------	--------

PLAIN RED OAK

3 4 No. 1 Com....	15,000
4 4 No. 1 Com....	52,000
4 4 No. 2 Com....	16,000
5 4 FAS	15,000
5 4 No. 1 Com....	51,000

POPLAR

4 4 Bx. Bds. 9-12..	22,000
4 4 FAS	6,000
4 4 Sap. & Sel....	22,000
8 4 FAS SND.....	14,000
8 4 No. 2 & 3 Com.	11,000

COTTONWOOD

4 4 FAS	38,000
---------------	--------

SASSAFRAS

4 4 Log Run.....	9,000
------------------	-------

CYPRESS

4 4 No. 1 Com....	75,000
5 4 No. 1 Com....	30,000
6 4 FAS & Sel....	15,000
6 4 No. 1 Com....	35,000

PLAIN WHITE OAK

5 4 FAS	16,000
5 4 No. 1 Com....	24,000
8 4 FAS	3,000

SYCAMORE

4 4 Log Run.....	86,000
6 4 Log Run.....	17,000

PECAN

8 4 Log Run.....	34,000
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MAPLE

10 4 Log Run	64,000
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ELM

8 4 Log Run	45,000
10 4 Log Run.....	43,000
12 4 Log Run.....	97,000

QTD. RED GUM

4 4 FAS	17,000
4 4 No. 1 Com. . .	80,000
5 4 Com. & Btr....	80,000
6 4 No. 1 Com....	9,000
8 4 Com. & Btr....	42,000

FIGURED RED GUM

4 4 FAS QTD....	16,000
5 4 FAS QTD....	18,000
4 4 No. 1 Com....	34,000

PLAIN RED GUM

4 4 No. 2 Com....	100,000
5 4 FAS	14,000
6 4 No. 1 Com....	30,000

TUPELO

4 4 Bx. Bds 9-17..	47,000
4 4 FAS	52,000

SAP GUM

4 4 18&up Panel..	58,000
4 4 Bx. Bds. 13-17.	75,000
4 4 Bx. Bds. 9-12..	72,000
4 4 FAS 12&up ..	46,000
4 4 FAS 6-12.....	32,000
4 4 No. 1 Com....	75,000
5 4 FAS 13&up....	39,000
5 4 FAS 6-12.....	49,000
5 4 No. 2 Com. . .	45,000
6 4 FAS 13&up....	10,000
6 4 No. 2 Com....	60,000
8 4 Com. & Btr....	15,000
8 4 No. 2 Com....	15,000

QTD. SAP GUM

5 4 FAS	6,000
5 4 No. 1 Com....	50,000
8 4 FAS	30,000
12 4 FAS	15,000

ASH

5 8 No. 2 & Btr....	10,000
4 4 FAS	3,000
4 4 No. 1 Com....	45,000
4 4 No. 2 Com....	95,000
4 4 No. 3 Com....	22,000
5 4 No. 1 Com....	15,000
5 4 No. 2 Com....	34,000
6 4 No. 1 Com....	18,000
6 4 No. 2 Com....	14,000
8 4 Com. & Btr....	75,000
10 4 Com. & Btr..	94,000
12 4 Com. & Btr..	90,000
16 4 Com. & Btr..	20,000

Memphis Band Mill Company
Makers of High Grade Lumber
MEMPHIS, TENN.

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

**Mason-Donaldson
 Lumber Company**
 RHINELANDER, WISCONSIN

Manufacturers of
Northern Hardwoods
 PINE, HEMLOCK & TAMARACK

BASSWOOD		6 1" No. 3 Com.	75,000'
4 1" FAS.	55,000'	8 1" No. 2 C. & B.	150,000'
4 1" No. 1 C. & S.	100,000'	8 1" No. 3 Com.	90,000'
4 1" No. 2 C. & B.	90,000'	10 1" No. 3 Com.	10,000'
5 1" No. 1 C. & S.	1 car	12 1" No. 1 C. & B.	10,000'
6 1" No. 3 Com.	1 car	ROCK ELM	
SOFT ELM		4 1" No. 2 C. & B.	2 cars
4 1" No. 2 C. & B.	100,000'	8 1" No. 2 C. & B.	100,000'
4 1" No. 3 Com.	60,000'	BIRCH	
8 1" No. 2 C. & B.	1 car	4 1" No. 1 C. & B.	250,000'
very wide	1 car	4 1" No. 2 Com.	150,000'
SOFT MAPLE		4 1" No. 3 Com.	200,000'
4 1" No. 2 C. & B.	70,000'	5 1" No. 2 Com.	75,000'
6 1" No. 2 C. & B.	50,000'	5 1" No. 3 Com.	150,000'
HARD MAPLE		6 1" No. 1 C. & S.	140,000'
5 1" Sel., No. 1 & 2	75,000'	6 1" No. 2 Com.	90,000'
Common	75,000'	6 1" No. 3 Com.	140,000'
6 1" Sel., No. 1 & 2	100,000'	8 1" No. 3 Com.	1 car
Common	100,000'	12 1" No. 1 C. & B.	90,000'

MODERN PLANING MILL IN CONNECTION

YOUR INQUIRIES SOLICITED

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

BASSWOOD

1x4" 4 to 16' Clear	50 M
1x5" 4 to 16' Clear	60 M
1x6" & Wdr. 8 to 16' FAS.	175 M
1x11" & Wdr. 8 to 16' Box Boards	100 M
1x4" & Wdr. 4 to 16' No. 1 Common	300 M
1x4" & Wdr. 4 to 16' No. 2 Common	225 M
5/4x6" & Wdr. 8 to 16' FAS.	175 M
5/4x4" & Wdr. 4 to 16' Select White Piano Key Stock	150 M
5/4x4" & Wdr. 4 to 16' No. 1 Common	400 M
5/4x4" & Wdr. 4 to 16' No. 2 Common	75 M
6/4x6" & Wdr. 8 to 16' FAS.	90 M
6/4x4" & Wdr. 4 to 16' No. 1 Common	225 M
6/4x4" & Wdr. 4 to 16' No. 2 Common	175 M
8/4x6" & Wdr. 8 to 16' FAS.	90 M
8/4x4" & Wdr. 4 to 16' No. 1	175 M
8/4x4" & Wdr. 4 to 16' No. 2	115 M
10/4" & Wdr. 4 to 16' No. 2 & Better	85 M
12/4" & Wdr. 4 to 16' No. 2 & Better	65 M
14/4" & Wdr. 4 to 16' No. 2 & Better	45 M
16/4" & Wdr. 4 to 16' No. 2 & Better	20 M

We specialize in thin Basswood for trunk and other purposes, supplying
stock S1 or 2S to 1/8, 3/16, 1/4, 5/16, 3/8, 7/16, 1/2, etc.

SAWYER GOODMAN

COMPANY

MARINETTE, WIS.

MANUFACTURERS



Buy and sell Hardwoods in Buffalo
 where 60 to 70,000,000 feet are carried at
 all times. Shipments can move quickly to
 and from Buffalo by rail, lake or barge canal

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
 Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qld. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres.

M. M. Wall, Treas.

T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

SOUTH BEND'S exceptional rail, mail and wire facilities constitute a real service to buyers. South Bend hardwood firms are sound, conservative and dependable. In addition to the **wholesale business**, **The E & W Lumber Company** operates a mill at **Eau Claire, Michigan**, manufacturing especially **red oak, ash and elm** of a very fine quality. This company also makes a specialty of **furniture and chair dimension stock** and can furnish **red and sap gum squares**, steamed and smoke dried. Buy from South Bend firms and get the best in service and quality.

The E & W Lumber Company

**NORTHERN and SOUTHERN
HARDWOODS**

MILL: EDWARDSBURG, MICHIGAN

RED and SAP GUM

The Soft Delta Kind. All thickness and grades.
WRITE

The Hyde Lumber Co.

Huff-Stickler Lumber Company

**MANUFACTURERS and WHOLESALERS of
HARDWOOD LUMBER
MILLS AND YARDS IN TENNESSEE**

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

HARRY H. MAUS

SERVICE

Northern and Southern Hardwoods

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.

Mill at Crawfordsville, Ind.

The Woodruff-Powell Lumber Co.

SPECIALIZING IN

POPLAR and WALNUT

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana

**Concentrating Yards:
Cairo, Illinois, and Troy, Tennessee**

HEAVY OAK IS OUR SPECIALTY

St. Joseph Valley Lumber Co.

**KOSCIUSKO, MISSISSIPPI, AND
SOUTH BEND, INDIANA**

HARDWOODS AND YELLOW PINE

H. A. HOOVER

Manufacturer and Wholesaler

*Northern and Southern Hardwoods
THICK STOCK A SPECIALTY*

THE FULLERTON POWELL HARDWOOD LUMBER CO.

*Manufacturers Indiana Hardwoods
BAND MILL, LAPORTE, INDIANA*

The Powell-Myers Lumber Co.

MANUFACTURERS

Native Hard and Softwoods

Band sawn pattern stock—Furniture & vehicle dimension



Anything in northern hardwoods, pine and hemlock. Look over the following specials.

SOFT ELM

4/4	No. 2 Com. & Bet.....	2 cars
8/4	No. 1 Com. & Bet.....	4 cars
10/4	No. 1 Com. & Bet.....	3 cars

HARD MAPLE

8/4	No. 2 Com. & Bet.....	4 cars
10/4	No. 2 Com. & Bet.....	2 cars
12/4	No. 1 Com. & Bet.....	2 cars

BIRCH

4/4	No. 2 Com. & Bet.....	3 cars
5/4	No. 2 Com. & Bet.....	2 cars
8/4	Selects & Better.....	2 cars
12/4	No. 1 & Better.....	2 cars

Our pine runs to exceptionally good widths and lengths, is thoroughly dry. Can be milled.



OUR thoroughly assorted stock of birch 4/4" and up is thoroughly seasoned and well assorted for widths and lengths. As one means of eliminating lumber worries for 1922, get in touch with our organization. A 100,000,000 feet annual capacity, complete planing mill facilities and unusual arrangements for cutting special stock in hardwood and hemlock make a strong combination for any buyer.

buy from fish

BRANCH OFFICE: CHICAGO

CHARLES W. FISH LUMBER CO., ELCHO, WIS.

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

WHITE ASH

	Memphis	New Orleans
1/4x6" 9" Sel. & Btr., 8-10'	15,000'	25,000'
1/4x6" 9" Sel. & Btr., 8-16'	24,000'	75,000'
1/4x6" 7" Sel. & Btr., 8-16'		12,500'
7/4x6" 9" Sel. & Btr., 8-10'	10,000'	13,500'
7/4x6" 9" Sel. & Btr., 8-16'	14,600'	22,000'
6/4x8" 9" Sel. & Btr., 8-16'	21,500'	27,400'
8/4x8" 9" Sel. & Btr., 8-16'	29,400'	44,500'
10/4x6" up Sel. & Btr., 8-16'	45,000'	35,200'
12/4x6" up Sel. & Btr., 8-16'	35,000'	45,000'
16/4x6" up Sel. & Btr., 8-16'	19,000'	7,500'
20/4x6" up Sel. & Btr., 8-16'	4,500'	1,500'
4/4x8 1/4" 2 1/2"-5 1/2" Clear Strips	22,600'	15,500'
4/4x10" 12" Sel. & Btr., 8-16'	15,000'	10,500'
5/4x10" 12" Sel. & Btr., 8-16'	7,500'	9,500'
6/4x10" 12" Sel. & Btr., 8-16'	9,000'	7,850'
8/4x10" 12" Sel. & Btr., 8-16'	15,000'	21,500'
4/4x12" up Sel. & Btr., 8-16'	18,500'	10,500'
5/4x12" up Sel. & Btr., 8-16'	10,000'	5,500'
6/4x12" up Sel. & Btr., 8-16'	5,800'	5,000'

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

QUARTER SAWN SYCAMORE

5/8" No. 2 Com. & Btr., 60,000'
4/4" No. 1 Com. & Btr., 27,000'
5/4" No. 1 Com. & Btr., 75,000'
6/4" No. 1 Com. & Btr., 100,000'

PLAIN SAWN SYCAMORE

5/8" No. 1 Com. & Btr., 100,000'
4/4" No. 1 Com. & Btr., 60,000'
5/4" No. 2 Com. & Btr., 200,000'
6/4" No. 1 Com. & Btr., 150,000'
10/4" No. 2 Com. & Btr., 75,000'

LOCUST

4/4" Log Run	20,000'
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HACKBERRY

5/4" Log Run	100,000'
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HICKORY

6/4" Log Run	28,000'
8/4" Log Run	150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

PLAIN RED OAK

8/4" No. 1 Common	1,500'
4/4" FAS	2,700'
1/4" No. 1 Common	12,000'

PLAIN WHITE OAK

8/4" FAS	300'
4/4" FAS	1,000'
4/4" No. 1 Com. & Btr., 10" & wider, 8'	3,000'

PLAIN WHITE AND RED OAK

4/4" No. 2 Common	6,000'
8/4" Sound Wormy	5,000'

SAP GUM

4/4" Box Boards, 13-17"	1,300'
4/4" No. 1 Common	700'
5/4" No. 2 Common	15,000'
6/4" No. 1 Common	3,000'
6/4" No. 2 Common	9,000'

BLACK GUM

6/4" FAS	1,000'
6/4" No. 1 Common	3,000'
6/4" No. 2 Common	4,000'

QUARTERED BLACK GUM

4/4" No. 1 Common	700'
5/4" Com. & Btr.	11,000'

QUARTERED RED GUM

6/4" No. 1 Common	1,500'
8/4" No. 1 Common	500'

ASH

4/4" No. 1 Common	1,000'
1" No. 2 Common	3,000'
8/4" Log Run	500'

ELM

14/4" Log Run	12,000'
8/4" Log Run	1,000'
4/4" Log Run	1,000'
4/4" FAS	1,000'

COTTONWOOD

4/4" FAS	30,000'
4/4" Strips, 2 1/2" to 5"	4,000'

C. B. COLBORN

QUARTERED WHITE OAK

3/8" No. 1 Common	30,000'
4/4" FAS	30,000'
4/4" No. 1 Common	100,000'
4/4" No. 2 Common	50,000'
6/4" FAS	10,000'
6/4" No. 1 Common	30,000'
8 1/4" No. 1 Common	10,000'

PLAIN WHITE OAK

3/8" FAS	60,000'
3/8" No. 1 Common	30,000'
1/4" FAS	15,000'
1/4" Sound Wormy	50,000'
4/4" No. 3	100,000'

PLAIN RED OAK

1/4" FAS	17,000'
1/4" No. 1	70,000'
4/4" No. 2	30,000'
1/4" No. 3	50,000'

PLAIN SAP GUM

5/8" Com. & Btr.	40,000'
3/4" Com. & Btr.	40,000'
4/4" FAS	60,000'
4/4" Box Boards	100,000'
6/4" No. 1 Common	50,000'
6/4" No. 2 Common	100,000'

QUARTERED SAP GUM

4/4" Com. & Btr.	18,000'
5/4" Com. & Btr.	18,000'
8/4" Com. & Btr.	60,000'

QUARTERED RED GUM

4/4" Com. & Btr.	18,000'
5/4" Com. & Btr.	75,000'
6/4" Com. & Btr.	60,000'
8/4" Com. & Btr.	90,000'

CYPRESS

4/4-8/4" Sel. & Btr.	100,000'
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ASH

4/4-16/4" Com. & Btr.	200,000'
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Brown & Hackney, Inc.

QUARTERED RED OAK

4/4" 1s & 2s	2 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	4 cars
4/4" 1s & 2s, 10" & up	1 car
5/4" 1s & 2s	2 cars
5/4" No. 1 Common	2 cars
5/4" No. 2 Common	1/2 car
6/4" No. 2 Common	1 car
8/4" No. 1 Common	1/2 car
4/4" Strips, 2-5 1/2"	3 cars

QUARTERED WHITE OAK

5/4" No. 1 Common	1 car
5/4" No. 2 Common	1 car
6/4" No. 1 Common	1/3 car
6/4" No. 2 Common	1/3 car
8 1/4" No. 1 Common	1/2 car
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	5 cars

PLAIN SAP GUM

4/4" 1s & 2s	3 cars
4/4" 1s & 2s, 13" & up	2 cars
5/4" 1s & 2s	1 car
5/4" 1s & 2s, 13" & up	2 cars
5/4" 1s & 2s, 18" & up	1 car
4/4" No. 1 Common	5 cars
5/4" No. 1 Common	2 cars
4/4" No. 2 Common	5 cars

QUARTERED RED GUM

8/4" 1s & 2s	1 car
8/4" No. 1 Common	2 cars
6/4" No. 1 Common	2 cars
5/4" No. 1 Common	2 cars
4/4" No. 1 Common	2 cars
4/4" 1s & 2s	1 car

PL. RED GUM, FIG'D WOOD

4/4" 1s & 2s	1 car
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QTD. RED GUM, FIG'D WOOD

8/4" 1s & 2s	1 car
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The Frank A. Conkling Co.

QUARTERED WHITE OAK

5/8" FAS 10-20% 10" & up	40,230'
5/8" No. 1 Com. & Sel.	39,550'
4/4" FAS 10" & up	8,050'
4/4" FAS 6 to 9"	26,850'
1/4" No. 1 Com. & Sel.	36,180'
1/4" No. 2 Common	12,360'
5/4" FAS 8% 10" & up	20,575'
5/4" No. 1 Com. & Sel.	16,337'
Flitches 3 1/2"-6", 50% 10" & wider	11,000'

PLAIN OAK

4/4" FAS White	21,890'
4/4" No. 1 Com. & Sel.	16,000'
1" FAS Red	32,680'
4/4" No. 1 Com. & Sel.	97,500'
4/4" No. 2 Com. Red.	37,600'

QUARTERED RED GUM

4/4" No. 1 Com. & Sel.	16,980'
5/1" Com. & Btr.	33,099'
8/4" Com. & Btr.	41,560'
4/4" Com. & Btr. Fig'd	11,220'
5/4" Com. & Btr. Snd.	18,537'
8/4" Com. & Btr. Snd.	64,160'

PLAIN SAP GUM

5/8" FAS	25,000'
3/4" FAS	33,240'
3/4" No. 1 Com.	25,820'
4/4" FAS	20,710'
4/4" No. 1 Com. & Sel.	15,660'
5/4" FAS	37,075'
4/4" No. 2 Common	41,090'
8/4" FAS	10,640'

PLAIN RED GUM

4/4" FAS	31,330'
4/4" No. 1 Com. & Sel.	35,920'
5/4" Com. & Btr.	33,874'

Mississippi Valley Hdw. Co.

SALES OFFICE Memphis, Tenn. BAND MILL, Clarksdale, Miss.
Mississippi Delta Gum—The Best That Grows

COTTONWOOD

4/4" Box Boards, 9-12"	100,000'
4/4" Box Boards, 13-17"	100,000'
4/4" FAS, 6-17"	200,000'
4/4" No. 1 Common	100,000'

PLAIN SAP GUM

5/4" No. 1 Common	100,000'
8/4" FAS	100,000'
8/4" No. 1 Common	75,000'

SOFT MAPLE

10/4" Log Run	150,000'
4/4" No. 2 Common	50,000'

ASH

5/4" No. 2 & No. 3	200,000'
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CYPRESS

4/4" No. 1 Shop	100,000'
4/4" No. 1 Common	200,000'
4/4" No. 1 Com., 8", 8", 10"	290,000'
4/4" No. 2 Common	200,000'
5/4" No. 1 Common	100,000'
6/4" No. 1 Common	75,000'

SYCAMORE

4/4" No. 2 & No. 3	250,000'
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QUARTERED SAP GUM

4/4" No. 2 Common	50,000'
6/4" Com. & Btr.	50,000'

Chapman & Dewey Lbr. Co.

HARDWOODS

MEMPHIS

QUARTERED WHITE OAK	
4 1/2" No. 1 Common.....	15,000'
4 4" No. 2 Common.....	15,000'
5 4/4" No. 1 Common.....	18,000'
4 4/4" No. 1 & Btr. 2" to 5 1/2" Strips.....	18,000'
PLAIN WHITE OAK	
4 4/4" No. 1 & Btr.....	25,000'
PLAIN RED OAK	
5 8/8" FAS. 12" & up.....	20,000'
5 8/8" No. 1 Common.....	16,000'
4 4/4" FAS. 12" & up.....	20,000'
4 4/4" FAS. 10" & up.....	9,000'
4 1/4" FAS.....	15,000'
4 4/4" Sound Wormy.....	15,000'
QUARTERED RED GUM	
4 4/4" FAS.....	50,000'
4 4/4" No. 1 Common.....	75,000'
5 4/4" No. 1 Common.....	50,000'
6 4/4" FAS.....	8,000'

8 4/4" No. 1 Common.....	25,000'
8 4/4" FAS.....	20,000'
4 4/4" No. 1 Common.....	35,000'
4 4/4" FAS. SND.....	100,000'
4 4/4" No. 1 Com. SND.....	100,000'
7 1/4" FAS.....	20,000'
7 1/4" No. 1 Common.....	20,000'
6 4/4" No. 1 Common.....	50,000'
8 4/4" FAS.....	30,000'
8 4/4" No. 1 Common.....	30,000'
12 4/4" No. 1 & Btr.....	12,000'
SAP GUM	
4 4/4" Panel & Wide No. 1, 18" & up.....	15,000'
QUARTERED BLACK GUM	
1 1/2" Com. & Btr.....	30,000'
SYCAMORE	
4 4/4" Log Run.....	15,000'
HICKORY	
8 4/4" Log Run.....	5,000'
WALNUT	
4 1/2" Log Run.....	4,000'

The Mossman Lumber Co.

INCORPORATED

QUARTERED WHITE OAK	
3 4/4" No. 2 Com. & Btr.....	20,000'
5 4/4" No. 2 Common.....	30,000'
6 4/4" No. 2 Common.....	40,000'
6 4/4" No. 3 Common.....	15,000'
PLAIN OAK	
5 8/8" No. 1 C&B. (Red).....	20,000'
4 4/4" No. 1 C. (Red).....	75,000'
4 4/4" No. 2 C. (Red).....	45,000'
4 4/4" No. 1 C. (White).....	150,000'
4 4/4" No. 2 C. (White).....	75,000'
4 4/4" No. 3 Common.....	100,000'
QUARTERED RED GUM	
3 4/4" No. 1 Com. & Btr.....	10,000'
5 4/4" 1s & 2s.....	15,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

QUARTERED WHITE OAK (Regular Widths and Lengths)	
4 1/4" 1s & 2s.....	15,000'
4 4/4" No. 1 Common.....	25,000'
PLAIN WHITE OAK	
4 1/4" 1s & 2s.....	25,000'
1 1/2" No. 1 Common.....	50,000'
PLAIN RED GUM	
4 4/4" 1s & 2s.....	50,000'
4 4/4" No. 1 Common.....	25,000'
4 4/4" No. 2 Common.....	15,000'
PLAIN RED OAK	
3 4/4" No. 1 Com. & Btr.....	15,000'
4 1/4" 1s & 2s.....	15,000'
4 4/4" No. 1 Common.....	25,000'
5 4/4" No. 1 Com. & Btr.....	15,000'
PLAIN SAP GUM	
4 4/4" 1s & 2s.....	25,000'
4 4/4" No. 1 Common.....	125,000'
1 1/2" No. 2 Common.....	50,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

WHITE ASH	
1x10" & up 1s & 2s.....	7,000'
5/4x10" & up 1s & 2s.....	4,000'
6 1/4x10" & up 1s & 2s.....	7,000'
8 1/4x10" & up 1s & 2s.....	20,000'
10/4x10" & up 1s & 2s.....	7,000'
4/4x6" & up 1s & 2s.....	85,000'
7/4x6" & up 1s & 2s.....	30,000'
6 1/4x6" & up 1s & 2s.....	17,000'
8 1/4x6" & up 1s & 2s.....	60,000'
10 4/4" Com. & Btr.....	125,000'
12 4/4" Com. & Btr.....	25,000'
16 1/4" Com. & Btr.....	15,000'
4 4/4" No. 1 Common.....	50,000'
5 4/4" No. 1 Common.....	72,000'
6 4/4" No. 1 Common.....	10,000'

Thompson-Katz Lbr. Co.

PLAIN SAP GUM	
4 1/4" FAS.....	9,000'
4 4/4" No. 2 Common.....	40,000'
4 4/4" No. 3 Com. & Btr.....	50,000'
FAS	
No. 1 Com. & Btr.....	
No. 2 Common.....	
No. 3 Common.....	
4 4/4" No. 3 Common.....	50,000'
4 4/4" No. 1 Common.....	8,000'
4 4/4" No. 2 Common.....	16,000'

Louisiana Red Cypress Co.

ASH	
4 4/4" FAS.....	19,000'
4 4/4" No. 1 Common.....	24,000'
4 1/4" No. 2 Common.....	16,500'
5 4/4" FAS.....	53,600'
5 4/4" No. 1 Common.....	57,000'
5 4/4" No. 2 Common.....	17,200'
6 4/4" FAS.....	14,900'
6 4/4" No. 1 Common.....	80,000'
8 4/4" No. 1 Com. & Btr.....	155,000'
10 4/4" No. 1 Com. & Btr.....	12,000'
12 4/4" No. 1 Com. & Btr.....	22,500'
CYPRESS	
4 4/4" FAS.....	78,000'
4 4/4" Select.....	64,800'
4 4/4" No. 1 Shop.....	72,400'
5 4/4" FAS.....	19,000'
5 4/4" Select.....	27,600'
5 4/4" No. 1 Shop.....	32,400'
3 4/4" FAS.....	52,700'
8 4/4" Select.....	46,400'
POPLAR	
4 4/4" FAS.....	15,000'
4 4/4" FAS. SND.....	22,000'

Welsh Lumber Company

WHITE ASH	
4 4/4" No. 2 Common.....	60,000'
4 4/4" No. 1 C. & FAS.....	100,000'
8 4/4" No. 1 Common.....	15,000'
COTTONWOOD	
4 4/4" Box Bds. 13-17".....	18,000'
4 4/4" Box Bds. 9-12".....	50,000'
1 1/2" FAS 6-12".....	225,000'
5 4/4" No. 1 C. & FAS.....	200,000'
QUARTERED WHITE OAK	
7 1/4" FAS.....	40,000'
5 4/4" No. 1 Common.....	100,000'
5 4/4" No. 2 Common.....	10,000'
PLAIN WHITE OAK	
5 4/4" FAS.....	40,000'
5 4/4" No. 1 Common.....	100,000'
5 1/4" No. 2 Common.....	15,000'
PLAIN RED OAK	
4 4/4" No. 1 Common.....	300,000'
4 1/4" No. 2 Common.....	60,000'
5 4/4" No. 1 Common.....	45,000'
5 4/4" No. 2 Common.....	50,000'
8 4/4" No. 1 Common.....	19,000'

Grismore-Hyman Co.

WHITE ASH	
4 4/4" FAS. 10" & up.....	1 car
5 4/4" FAS. 10" & up.....	1 car
6 4/4" FAS. 10" & up.....	1 car
7 1/4" FAS. Regular.....	2 cars
8 4/4" FAS. Regular.....	2 cars
8 4/4" FAS. Regular.....	2 cars
4 4/4" No. 1 Com. & Btr.....	2 cars
5 4/4" No. 1 Com. & Btr.....	2 cars
6 4/4" No. 1 Com. & Btr.....	2 cars
8 4/4" No. 1 Com. & Btr.....	4 cars
10 4/4" No. 1 Com. & Btr.....	3 cars
12 4/4" No. 1 Com. & Btr.....	5 cars
16 4/4" No. 1 Com. & Btr.....	1 car
4 4/4" No. 1 Common.....	1 car
5 4/4" No. 1 Common.....	1 car
6 4/4" No. 1 Common.....	1 car
8 4/4" No. 1 Common.....	1 car
10 4/4" No. 1 Common.....	1 car
12 4/4" No. 1 Common.....	1 car
4 4/4" No. 2 Common.....	3 cars
5 4/4" No. 2 Common.....	1 car
6 4/4" No. 2 Common.....	1 car
8 4/4" No. 2 Common.....	1 car

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

MEMPHIS

PLAIN SAP GUM

4/4" Box Bds. 13-17".....	30,000'
4/4" FAS. 13" & up.....	15,000'
5/1" FAS. 13" & up.....	22,000'
4/4" No. 2 Common.....	51,000'
5/4" FAS.....	78,000'
5/4" No. 1 Common.....	60,000'
4/4" No. 2 Com. & Btr.....	37,000'
8/4" No. 1 Com. & Btr.....	160,000'
8/4" No. 2 Common.....	56,000'

QUARTERED SAP GUM

4/4" No. 1 Com. & Btr.....	16,000'
5/1" No. 1 Com. & Btr.....	97,000'

8/1" No. 1 Com. & Btr.....	220,000'
10/1" No. 1 Com. & Btr.....	6,000'

QUARTERED RED GUM

5/4" No. 1 Com. & Btr.....	17,000'
8/4" No. 1 Com. & Btr.....	30,000'
10/4" No. 1 Com. & Btr.....	12,000'

PLAIN SAP GUM

4/4" FAS.....	16,000'
8/4" No. 1 Com. & Btr.....	31,000'

PLAIN BLACK GUM

4/4" No. 1 Com. & Btr.....	8,000'
8/4" No. 1 Com. & Btr.....	49,000'

QUARTERED BLACK GUM

8/4" No. 1 Com. & Btr.....	22,500'
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Ferguson & Palmer Company

SAP GUM

(60% 14-16")	
5/8" FAS. 12", 3 mo.....	200,000'
(40% 14-16")	
5/8" No. 1 C., 8", 3 mo.....	200,000'
5/8" No. 2 C., 8", 3 mo.....	100,000'
4/4" No. 1 C., 8", 6 mo.....	275,000'
5/4" No. 1 C., 8", 6 mo.....	83,000'
6/4" No. 1 C., 8", 6 mo.....	50,000'
8/4" No. 1 C., 8", 6 mo.....	100,000'

QUARTERED RED GUM

(50% 14-16")	
4/4" No. 1 C., 7 1/2", 4 mo.....	100,000'
8/4" FAS. 8", 4 mo.....	100,000'
8/4" No. 1 C., 8", 4 mo.....	200,000'

QUARTERED GUM, SND.

(50% 14-16")	
4/4" FAS. 7 1/2", 4 mo.....	50,000'
4/4" No. 1 C., 7 1/2", 4 mo.....	29,000'
5/4" FAS. 8", 6 mo.....	13,000'
5/4" No. 1 C., 8", 6 mo.....	20,000'
8/4" FAS. 8", 6 mo.....	100,000'
8/4" No. 1 C., 8", 6 mo.....	83,000'
(50% 14-16")	
5/4" FAS. 10", 6 mo.....	58,000'
5/4" No. 1 C., 10", 6 mo.....	100,000'
(50% 14-16")	
5/4" FAS. 10", 6 mo.....	58,000'
6/4" No. 1 C., 10", 6 mo.....	130,000'
6/4" FAS. 10", 6 mo.....	32,000'

Chicago Lumber & Coal Co.

1817 N. PARKWAY, MEMPHIS

MAIN OFFICE.....St. Louis, Mo.
CHICAGO OFFICE.....Marquette Building
DETROIT OFFICE.....Book Building

ASH

5/4" No. 1 Com. dry.....	1 car
5/4" No. 2 Com. dry.....	1 car
QTD. RED GUM, S. N. D.	
4/4" FAS. 3 mo. dry.....	2 cars
4/4" No. 1 C., 3 mo. dry.....	3 cars
8/4" FAS. 6 mo. dry.....	4 cars
8/4" No. 1 C., 6 mo. dry.....	4 cars
10/4" FAS. 6 mo. dry.....	2 cars
10/4" No. 1 C., 6 mo. dry.....	2 cars

PLAIN SAP GUM

5/8" FAS. dry.....	8,000'
5/8" No. 1 C. dry.....	20,000'

QUARTERED RED GUM

4/4" FAS. 3 mo. dry.....	1 car
4/4" No. 1 C., 3 mo. dry.....	3 cars

QTD. FIG. GUM

4/4" FAS. 2 mos. dry.....	4,000'
4/4" No. 1 C., 2 mo. dry.....	5,000'

QUARTERED RED GUM

6/4" FAS. dry.....	4,000'
6/4" No. 1 Com. dry.....	7,000'

8/4" FAS. 3 mo. dry.....	1 car
8/4" No. 1 C. 3 mo. dry.....	3 cars

QUARTERED WHITE OAK

4/4" FAS. 2 mos. dry.....	9,000'
4/4" No. 1 Com. dry.....	100,000'
4/4" No. 2 Com. dry.....	50,000'
5/4" FAS. dry.....	18,000'
5/4" No. 1 Com. dry.....	60,000'
5/4" No. 2 Com. dry.....	30,000'

PLAIN WHITE OAK

4/4" FAS. dry.....	7,000'
5/4" No. 1 Com. dry.....	20,000'
5/4" No. 2 Com. dry.....	15,000'

QUARTERED RED OAK

5/4" No. 1 Com. dry.....	20,000'
5/4" No. 2 Com. dry.....	5,000'

PLAIN RED OAK

3/4" FAS. dry.....	4,000'
3/4" No. 1 Com. dry.....	40,000'
3/4" No. 2 Com. dry.....	20,000'
4/4" FAS. dry.....	15,000'
5/4" No. 1 Com. dry.....	20,000'

RUSH LUMBER CO.

THOMPSON & DE FENELON

Quality
Hardwood Lumber

Mixed Cars Our Specialty
Kiln Dried or Air Dried

ALSO SURFACE AND RESAW

Office and Yard
Memphis, Tenn.

Mills
Louisiana and Arkansas

PLAIN SAP GUM

5/8" No. 1 C&B., 13" up.....	20,000'
5/8" No. 1 Com. & Btr.....	30,000'
5/8" No. 2 Common.....	25,000'
3/1" No. 1 Common.....	20,000'
3/4" No. 2 Common.....	20,000'
4/4" Pated & Wide No. 1.....	20,000'
1/1" Box Bds. 13-17".....	50,000'
1/1" FAS. 13 17".....	50,000'
1/1" FAS. 15" & up.....	15,000'
5/4" No. 1 Common.....	30,000'
5/4" No. 2 Common.....	15,000'
7/4" No. 1 Com. & Btr.....	40,000'

QUARTERED SAP GUM

6/4" No. 1 Com. & Btr.....	25,000'
8/4" No. 1 Common.....	10,000'
10/4" No. 1 Com. & Btr.....	15,000'

PLAIN RED GUM

1/2" No. 1 Com. & Btr.....	25,000'
5/8" No. 1 Com. & Btr.....	24,000'
1/1" No. 1 Common.....	50,000'
4/4" No. 2 Common.....	50,000'

5/4" No. 1 Common.....	15,000'
5/4" No. 2 Common.....	30,000'

QUARTERED RED GUM

4/4" No. 1 Common.....	50,000'
8/4" No. 1 Com. & Btr.....	25,000'

PLAIN RED OAK

5/8" No. 1 Com. & Btr.....	20,000'
3/4" No. 1 Com. & Btr.....	40,000'
3/4" No. 2 Common.....	15,000'
4/4" No. 1 Common.....	100,000'
5/4" No. 1 Com. & Btr.....	20,000'
6/4" No. 1 Common.....	15,000'

QUARTERED RED OAK

4/4" No. 1 Common.....	100,000'
4/4" No. 2 Common.....	30,000'

PLAIN WHITE OAK

4/4" No. 1 Common.....	100,000'
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Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

Ready for Prompt Shipment

4/4 1st & 2nd Genuine Tupelo.....	5 cars
4/4 No. 1 Common Genuine Tupelo.....	5 cars
4/4 6 to 12" 1st & 2nd Cottonwood.....	3 cars
4/4 13" and wider 1st & 2nd Cottonwood.....	3 cars
8/4 Select Yellow Cypress.....	3 cars
6/4 Log Run Beech.....	1 car
6/4 Log Run Sycamore.....	1 car
6/4 Log Run Soft Maple.....	1 car

Delivered prices on these, or any other items of Southern Hardwoods or Cypress, submitted on request.

Baker-Matthews Lumber Co.

QTD. RED GUM, SND.

5/4" 1s & 2s.....	13,000'
5/4" Com. & Btr.....	13,000'
8/4" Com. & Btr.....	50,000'

PLAIN SAP GUM

4/4" No. 1 Com. & Sel.....	15,000'
4/4" No. 2 Common.....	30,000'
3/4" No. 3 Common.....	30,000'
5/4" No. 1 Com. & Sel.....	50,000'
6/4" Com. & Btr.....	35,000'

PLAIN RED GUM

4/4" No. 1 Com. & Sel.....	25,000'
5/4" No. 1 Com. & Btr.....	15,000'
6/4" No. 2 Common.....	100,000'

QUARTERED RED GUM

4/4" No. 1 Com. & Sel.....	15,000'
5/4" No. 1 Com. & Sel.....	25,000'

6/4" 1s & 2s.....	40,000'
6/4" No. 1 Com. & Sel.....	100,000'

QUARTERED RED OAK

4/4" Com. & Btr.....	30,000'
4/4" No. 2 Common.....	35,000'

PLAIN WHITE OAK

3/4" 1s & 2s.....	15,000'
3/4" No. 1 Com. & Sel.....	15,000'
4/4" 1s & 2s.....	50,000'
5/4" 1s & 2s.....	12,000'
5/4" No. 1 Com. & Sel.....	35,000'
8/4" Log Run.....	15,000'

QUARTERED WHITE OAK

4/4" 1s & 2s.....	40,000'
4/4" No. 2 Common.....	50,000'
4/4" C. & B. Strips.....	30,000'
6/4" No. 1 & 2 Com.....	35,000'
8/4" No. 1 & 2 Com.....	14,000'

Geo. C. Brown & Co.

PLAIN WHITE OAK

5/8" No. 2 Com. & Btr.....	55,000'
4/4" No. 2 Com. & Btr.....	70,000'
6/4" No. 2 Com. & Btr.....	75,000'

PLAIN RED OAK

5/8" No. 1 & No. 2 Com.....	70,000'
4/4" No. 1 & No. 2 Com.....	250,000'
6/4" No. 2 Com. & Btr.....	170,000'

PLAIN MIXED OAK

4/4" Sound Wormy.....	25,000'
4/4" No. 3 Common.....	50,000'
6/4" Sound Wormy.....	50,000'
6/4" No. 3 Common.....	30,000'

QUARTERED RED GUM

8/4" No. 1 Com. & Btr.....	60,000'
1/4" No. 1 Com. & Btr.....	12,000'
1/4" No. 1 Com. Fig.....	15,000'
1/4" 1s & 2s, Fig.....	18,000'
1/4" No. 1 Com. Fig.....	20,000'

PLAIN RED GUM

5/8" No. 1 Com. & Btr.....	30,000'
1/4" 1s & 2s.....	1,000'
1/4" 1s & 2s.....	1,000'

4/4" No. 2 Common.....	15,000'
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QUARTERED SAP GUM

8/4" No. 1 Com. & Btr.....	60,000'
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CYPRESS

4/4" No. 2 Com. & Btr.....	80,000'
5/4" No. 1 Com. & Btr.....	100,000'
8/4" No. 1 Shp. & B. gr.....	110,000'
8/4" No. 2 C., dimension.....	50,000'

PLAIN SAP GUM

5/8" No. 2 Com. & Btr.....	90,000'
4/4" No. 2 Common.....	100,000'
6/4" No. 2 Com. & Btr.....	42,000'
8/4" No. 2 Common.....	20,000'

COTTONWOOD

4/4" BB., Wide & Nar.....	150,000'
1/4" 1s & 2s, 13" & up.....	30,000'
1/4" 1s & 2s, 6-12".....	50,000'
5/4" No. 1 & No. 2 Com.....	45,000'
8/4" Dog Boards.....	30,000'

WHITE ASH

4/4" 1s & 2s.....	40,000'
8/4" Nos. 1, 2, 3 Com.....	38,000'

Mark H. Brown Lbr. Co.

HARDWOODS

MEMPHIS

PLAIN WHITE OAK	
1 1/2" FAS	212,000'
3/4" FAS	231,000'
3/4" FAS	110,000'
4/1" FAS	66,000'
6 1/1" FAS	88,000'
4/4" No. 1 Common	130,000'
4/4" No. 2 Common	68,000'
PLAIN RED OAK	
3/8" FAS	67,000'
1/2" FAS	69,000'
4/1" FAS	35,000'
5/8" No. 1 Common	56,000'
4/4" No. 1 Common	61,000'
5-8" No. 2 Common	169,000'
MIXED OAK	
5/8" No. 3 Common	121,000'
4/4" No. 3 Common	311,000'
QUARTERED WHITE OAK	
1 1/1" FAS	320,000'
6/4" FAS	77,000'
5/8" No. 1 Common	76,000'
1 1/1" No. 1 Common	543,000'
1 1/1" No. 1 Common	57,000'
6/4" No. 1 Common	72,000'
8/4" No. 1 Common	89,000'
4 1/1" No. 2 Common	236,000'
QUARTERED RED GUM	
4/4" No. 1 Common	99,000'
PLAIN RED GUM	
5/8" FAS	100,000'
4/4" FAS	166,000'
4/1" No. 1 Common	114,000'
PLAIN SAP GUM	
5 8" FAS	98,000'
4/4" FAS	366,000'
5/8" No. 1 Common	53,000'
4 1/1" No. 2 & 3 Com.	888,000'
4/4" No. 3 Common	67,000'

Panola Lumber & Mfg. Co.
Bank of Commerce Bldg., Memphis, Tenn.

QUARTERED WHITE OAK	
4/4" FAS	23,000'
4/4" No. 1 Common	46,000'
4/4" No. 2 Common	45,000'
5/4" FAS	14,000'
5/4" No. 1 Common	20,300'
6/4" FAS	11,000'
6/4" No. 1 Common	16,000'
8/4" FAS	4,000'
8/4" No. 1 Common	24,000'
QUARTERED RED OAK	
4/4" FAS	16,000'
4/4" No. 1 Common	38,000'
PLAIN RED OAK	
3/4" FAS	35,000'
4/4" Com. & Btr.	48,000'
4/4" Sound Wormy	65,000'
5/4" Com. & Btr.	44,000'
8/4" No. 1 Common	11,000'
SYCAMORE	
4/4" Log Run	35,000'
6/4" Log Run	20,000'
ELM	
12/4" Log Run	108,000'
10/4" Log Run	84,000'
5/4" Log Run	50,000'
4/4" Log Run	24,000'
MAPLE	
10/4" Log Run	65,000'
8/4" Log Run	30,000'
4/4" Log Run	20,000'
ASH	
16/4" Com. & Btr.	30,000'
12/4" Com. & Btr.	92,000'
10/4" Com. & Btr.	80,000'
8/4" Com. & Btr.	73,000'
8/4" No. 2 Common	14,000'
6/4" Com. & Btr.	25,000'
6/4" No. 2 Common	15,000'
5/4" No. 1 & No. 2 Com.	38,000'
4/4" No. 1 Common	38,000'
4/4" No. 2 Common	45,000'
4/4" No. 3 Common	17,000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.
Band Mill—BUDE, MISS.

General Sales Offices
1524 Exchange Bldg., MEMPHIS, TENN.
Manufacturers of
WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

**We Specialize in QUARTERED
WHITE OAK AND POPLAR**

COTTONWOOD	
4/4" BB., 9-12", 8 mo.	2 cars
4/4" BB., 13-17", 8 mo.	2 cars
4/4" FAS, 6-12", 8 mo.	3 cars
4/4" No. 1 Com., 8 mo.	4 cars
5/4" FAS, 8 mo.	4 cars
5/4" No. 1 Com., 8 mo.	5 cars
PLAIN RED GUM	
4/4" No. 1 Com., 6 mo.	1 car
5/4" No. 1 Com., 6 mo.	2 cars
QUARTERED RED GUM	
6/4" No. 1 Com., 6 mo.	1 car
8/4" Com. & Btr., 6 mo.	3 cars
PLAIN SAP GUM	
4/4" FAS, 10 mo.	3 cars
4/4" No. 1 Com., 10 mo.	3 cars
4/4" No. 2 Com., 10 mo.	3 cars
5/4" FAS, 12 mo.	3 cars
6/4" FAS, 12 mo.	1 car
6/4" No. 1 Com., 12 mo.	5 cars
QUARTERED SAP GUM	
8/4" Com. & Btr., 6 mo.	4 cars
TUPELO	
4/4" FAS, 12 mo.	3 cars
4/4" No. 1 Com., 12 mo.	5 cars
PLAIN RED OAK	
5/4" No. 1 Com., 12 mo.	4 cars
SYCAMORE	
10/4" Com. & Btr., 12 mo.	2 cars
MAPLE	
8/4" Log Run, 12 mo.	1 car
10/4" Log Run, 12 mo.	1 car
CYPRESS	
8/4" FAS, 8 mo.	1 car
8/4" Select, 8 mo.	1 car
8/4" No. 1 Shop, 8 mo.	1 car
4/4" No. 1 Shop, 8 mo.	2 cars
4/4" No. 1 Com., 8 mo.	3 cars

Johnson Bros. Hdwd. Co.

PLAIN WHITE OAK	
4 1/1" FAS	126,000'
4/4" No. 1 Common	473,000'
4/4" No. 2 Common	82,000'
8/4" No. 1 Bdg. Plk.	133,000'
PLAIN RED OAK	
4/4" FAS	63,000'
4/4" No. 1 Common	86,000'
MIXED OAK	
4/4" No. 1 Common	207,000'
QUARTERED RED GUM	
7/4" FAS	71,000'
8 1/1" FAS	15,000'
5/4" No. 1 Common	164,000'
8/4" No. 1 Common	69,000'
PLAIN RED GUM	
5/8" FAS	27,000'
4/4" FAS	31,000'
5/8" No. 1 Common	27,000'
4 1/1" No. 1 Common	180,000'
PLAIN SAP GUM	
4/4" FAS	61,000'
3/4" No. 1 Common	25,000'
4/4" No. 1 Common	136,000'
5/4" No. 1 Common	32,000'
4/4" No. 2 Common	191,000'
5/4" No. 2 Common	222,000'
6/4" No. 2 Common	41,000'
8/4" No. 2 Common	27,000'
4/4" FAS, 9-12" BB.	118,000'
4/4" FAS, 13-17" BB.	58,000'
QUARTERED SAP GUM	
5/4" FAS	108,000'
6/4" FAS	91,000'
SOFT ELM	
6/4" Log Run	34,000'
ASH	
4/4" Log Run	56,000'
CYPRESS	
4/4" Log Run	114,000'

Kellogg Lumber Co.

ASH	
4/1" Log Run	91,000'
8/4" Log Run	71,000'
10/4" Log Run	142,000'
12 1/1" Log Run	39,000'
4/4" No. 2 Common	118,000'
QUARTERED WHITE OAK	
1/2" FAS	12,000'
3/4" FAS	11,000'
4/4" FAS	20,000'
1/2" No. 1 Common	21,000'
3/4" No. 1 Common	37,000'
4/4" No. 1 Common	175,000'
5/4" No. 1 Common	15,000'
6 1/1" No. 1 Common	18,000'
8/4" No. 1 Common	29,000'
QUARTERED RED OAK	
4/1" FAS	50,000'
3/4" No. 1 Common	13,000'
4/4" No. 1 Common	126,000'
PLAIN WHITE OAK	
8/4" FAS	21,000'
4/4" FAS	15,000'
4 1/1" No. 1 Common	22,000'
8/1" No. 1 Common	136,000'
PLAIN RED OAK	
3/4" FAS	18,000'
4/4" FAS	22,000'
8/4" FAS	12,000'
3/4" No. 1 & No. 2 C.	116,000'
4/4" No. 1 Common	132,000'
5 1/1" No. 1 Common	50,000'
6/4" No. 1 Common	22,000'
4/4" No. 2 Common	116,000'
6/4" No. 2 Common	17,000'

Stimson Veneer & Lbr. Co.
INCORPORATED

Regular Widths and Lengths, Dry

COTTONWOOD	
4/4" Com. & Btr., 6 mo.	1 car
RED GUM	
5/8" Com. & Btr., 6 mo.	1 car
4/4" 1s & 2s, 6 mo.	1 car
4/4" No. 1 Com., 6 mo.	5 cars
SAP GUM	
4/8" 1s & 2s, 4 mo.	4 cars
5/8" No. 1 Com., 4 mo.	2 cars
4/4" 1s & 2s, 4 mo.	1 car
4/4" No. 1 Com., 4 mo.	2 cars
QTD. RED GUM	
8/4" 1s & 2s, 6 mo.	1 car
SOFT MAPLE	
6/4" Log Run, 6 mo.	1 car
RED OAK	
4/4" 1s & 2s, 6 mo.	4 cars
4/4" No. 1 Com., 6 mo.	5 cars
3/4" Com. & Btr., 4 mo.	1 car
WHITE OAK	
4/4" 1s & 2s, 6 mo.	2 cars
4/4" No. 1 Com., 6 mo.	5 cars
QTD. WHITE OAK	
4/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

QUARTERED RED GUM	
4/4" FAS	1 car
4/4" No. 1 Common	3 cars
PLAIN SAP GUM	
4/4" No. 1 Common	4 cars
QUARTERED SAP GUM	
6/4" No. 1 Com. & Btr.	5 cars
10/4" No. 1 Com. & Btr.	5 cars
12/4" No. 1 Com. & Btr.	3 cars
PLAIN RED OAK	
4/4" No. 2 Common	5 cars
4/4" No. 3 Common	5 cars
PLAIN RED OAK	
5/4" No. 1 Com. & Btr.	3 cars
6/4" No. 1 Com. & Btr.	3 cars
8/1" No. 1 Com. & Btr.	3 cars
PLAIN MIXED OAK	
4/4" No. 3 Common	5 cars
4/4" Sound Wormy	5 cars
ASH	
5/4" No. 1 Com. & Btr.	1/2 car
6/4" No. 1 Com. & Btr.	1 car
10/4" No. 1 Com. & Btr.	1/2 car
5/4" No. 2 Common	2 cars
5/4" No. 3 Common	2 cars
ELM	
4/4" Log Run	1 1/2 car
6/1" Log Run	3 cars
8/4" Log Run	1 1/2 car
12/4" Log Run	1 car
MAPLE	
4/1" Log Run	1/2 car
SYCAMORE	
4/4" Log Run	1 car
CYPRESS	
6/4" Select	1 car
6/4" No. 1 Shop	1 car
6/4" No. 1 Common	1 car
4/4" No. 1 Common	5 cars
8/4" No. 1 Common	5 cars

Erskine Williams Lumber Co.

HARDWOODS

HOOSIER HAVE MADE

DRY HARDWOODS

4/4" FAS Quartered White Oak.....	1/2 car
4/4" No. 1 Common Quartered White Oak.....	3 cars
1/2" No. 2 Common & Better Quartered White Oak.....	1/2 car
4/4" Clear Quartered White Oak Strips.....	1 car
5/4" No. 1 Common & Better Quartered White Oak.....	2 cars
5/8" No. 2 Common & Better Quartered White Oak.....	1 car
4/4" No. 1 Common & Better Quartered Red Oak.....	2 cars
4/4" FAS Plain Red Oak.....	1 car
4/4" FAS Plain White Oak.....	1 car
5/8" No. 2 Common & Better Quartered Sycamore.....	2 cars
4/4" No. 2 Common & Better Quartered Sycamore.....	1/2 car
5/4" No. 2 Common & Better Quartered Sycamore.....	1 car
5/8" No. 2 Common & Better Plain Sycamore.....	1 car
10/4" No. 2 Common & Better Beech.....	2 cars
12/4" No. 2 Common & Better Hard Maple.....	2 cars
14/4" No. 2 Common & Better Soft Maple.....	2 cars
5/8" No. 2 Common & Better Soft Maple.....	1 car
14/4" No. 2 Common & Better Elm.....	1 car
6/4" No. 2 Common & Better Hickory.....	2 cars
10/4" No. 2 Common & Better Hickory.....	1/2 car
5/8" No. 2 Common & Better Poplar.....	2 cars
4/4" No. 2 Common & Better Quartered Black Gum.....	1 car
5/8" to 8/4" FAS Walnut.....	1 car
5/8" x3" and 4" Crating.....	3 cars
1/2" Wide Crating.....	1 car

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COLUMBUS, INDIANA

All Our Logs Are Like These

These fine white oak logs grew five miles from our mill. Plenty more just like them



Straight or Mixed Carlots

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, etc.

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana Quartered Red and White OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

Pierson-Hollowell Lumber Co.

Manufacturers and Wholesalers
HARDWOOD LUMBER

Write for our prices on

WALNUT

Also get our prices on

OAK, WHITE ASH, BEECH
MAPLE, SOFT ELM, POPLAR
And other hardwoods

Pierson-Hollowell Lumber Co.

507-508 Lemcke Bldg., Indianapolis, Indiana

INDIANA HARDWOODS

HARDWOODS HISTORY

SOUTHERN ELM

5/8 No. 2 C&B. 50M 6/4 No. 2 C&B. 30M
4/4 No. 2 C&B. 100M 8/4 No. 2 C&B. 50M
5 4 No. 2 C&B. 60M 10 4 No. 2 C&B. 50M
12/4 No. 2 C&B. 75M

All band sawed, edged and trimmed lumber. It's been on sticks for eight months or longer and is in fine shipping shape. Lengths are good, running 40% or more 14 and 16' and the widths are fine. Prompt shipment can be made from Dyersburg, Tenn.

NORTH VERNON LUMBER MILLS
NORTH VERNON, INDIANA

Eisaman-Richer Lumber Co.

PERU, INDIANA

Specializing in
Indiana
Black Walnut

Situated in the heart of Indiana, where are still grown the finest hardwoods in the country, our mills at Peru and Kokomo produce "Hoosier Hardwoods" exclusively. Inquiries solicited on heavy Oak, Ash, Hard Maple, Elm, Beech and Sycamore.



**OUR
Indiana White Oak**
is just as good as ever

The tree producing these five white oak logs, cut within five miles of our mill, contained 5000 feet of high grade oak lumber. This is not exceptional with us, as we are running steadily on Indiana timber of equally fine character.

CHARLES H. BARNABY

Mr. of Band Sawed Hardwood Lumber and Veneers
GREENCASTLE, INDIANA

ASH TOUGH INDIANA STOCK

4/4" 1s&2s	15,000 ft.
8/4" No. 1 Common & Better	26,000 ft.
8/4" No. 1 Com. & Better, 10" and up.	7,000 ft.
10/4" No. 1 Common & Better	57,000 ft.
12/4" No. 1 Common & Better	50,000 ft.
16/4" No. 1 Common & Better	9,000 ft.
4/4" No. 1 Common	29,000 ft.
5/4" No. 1 Common	19,000 ft.
4/4" No. 2 Common	20,000 ft.
5/4" No. 2 Common	11,000 ft.
6/4" No. 2 Common	28,000 ft.
12/4" No. 2 Common	10,000 ft.

ALL BAND SAWN—WELL MANUFACTURED—
DRY—EXCELLENT WIDTHS AND LENGTHS

This Lumber Is Ready for Prompt Shipment

WRITE OR WIRE FOR PRICES

Maley & Wertz Lumber Co.

Mills: EVANSVILLE, IND.; KEIRN, MISS.

Ask Grandad. He Used Them

E. SONDHEIMER COMPANY

MEMPHIS, TENNESSEE

MANUFACTURERS HARDWOOD LUMBER

DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN RED GUM
 5/8" 1s & 2s..... 75,000'
 4/4" 1s & 2s..... 50,000'
 4/4" No. 1 Common.. 50,000'
 5/4" 1s & 2s..... 50,000'
 5/4" No. 1 Common.. 75,000'

QUARTERED RED GUM
 4/4" 1s & 2s..... 30,000'
 4/4" No. 1 Common.. 50,000'
 5/4" 1s & 2s..... 12,000'
 5/4" No. 1 Common.. 25,000'
 6/4" 1s & 2s..... 21,000'
 6/4" No. 1 Common.. 5,000'
 8/4" 1s & 2s..... 25,000'
 8/4" No. 1 Common.. 25,000'
 10/4" No. 1 C. & B.. 40,000'
 12/4" No. 1 C. & B.. 9,000'

QUARTERED SAP GUM
 5/8" 1s & 2s..... 25,000'
 5/8" No. 1 Common.. 15,000'
 4/4" 1s & 2s..... 100,000'
 4/4" No. 1 Common.. 100,000'
 6/4" 1s & 2s..... 25,000'
 6/4" No. 1 Common.. 25,000'

SOFT ELM
 6/4" Log Run 25,000'
 8/4" Log Run 100,000'

PLAIN SAP GUM
 3/4" No. 1 Common.. 25,000'
 4/4" 1s & 2s..... 100,000'
 4/4" No. 1 Common.. 100,000'
 1x13-17" Box Bds... 100,000'
 1x9-10" Box Bds... 100,000'
 5/4" 1s & 2s..... 100,000'
 5/4" No. 1 Common.. 100,000'
 4/4" No. 2 Common.. 200,000'
 6/4" 1s & 2s..... 25,000'
 6/4" No. 1 Common.. 50,000'

PLAIN RED OAK
 3/4" 1s & 2s..... 30,000'
 8/4" No. 1 Common.. 100,000'
 4/4" 1s & 2s..... 100,000'
 4/4" No. 1 Common.. 100,000'
 4/4" No. 2 Common.. 100,000'
 4/4" No. 3 Common.. 200,000'
 6/4" 1s & 2s..... 15,000'
 6/4" No. 1 C. & B.. 10,000'
 8/4" No. 1 C. & B.. 10,000'

QUARTERED RED OAK
 4/4" No. 1 Common.. 15,000'
 4/4" No. 2 Common.. 15,000'

QUARTERED WHITE OAK
 4/4" No. 1 Common.. 17,000'
 4/4" No. 2 Common.. 15,000'

PLAIN WHITE OAK
 3/4" No. 1 Common.. 40,000'
 4/4" 1s & 2s..... 15,000'
 4/4" No. 1 Common.. 15,000'
 4/4" No. 2 Common.. 15,000'
 5/8" No. 3 Common.. 25,000'

WILLOW
 4/4" 1s & 2s..... 50,000'
 4/4" No. 1 Common.. 100,000'
 4/4" No. 2 Common.. 25,000'
 5/4" 1s & 2s..... 35,000'
 5/4" No. 1 Common.. 50,000'
 5/4" No. 2 Common.. 75,000'
 6/4" 1s & 2s..... 75,000'
 6/4" No. 1 Common.. 75,000'
 6/4" No. 2 Common.. 25,000'
 8/4" 1s & 2s..... 15,000'
 8/4" No. 1 Common.. 20,000'
 8/4" No. 2 Common.. 30,000'

QUARTERED TUPELO
 4/4" 1s & 2s..... 35,000'
 4/4" No. 1 Common.. 20,000'

PLAIN TUPELO
 4/4" 1s & 2s..... 30,000'
 4/4" No. 1 Common.. 50,000'
 5/4" 1s & 2s..... 35,000'
 5/4" No. 1 Common.. 17,000'
 6/4" 1s & 2s..... 35,000'

6/4" No. 1 Common.. 40,000'
 6/4" No. 2 Common.. 17,000'

COTTONWOOD
 4/4" 1s & 2s..... 100,000'
 1x13-17" Box Bds... 50,000'
 4/4" No. 1 Common.. 200,000'
 5/4" 1s & 2s..... 50,000'
 5/4" No. 1 Common.. 25,000'
 6/4" 1s & 2s..... 30,000'
 6/4" No. 1 Common.. 100,000'
 6/4" No. 2 Common.. 150,000'

ASH
 4/4" No. 1 C. & B.... 5 cars
 8/4" No. 1 C. & B.... 3 cars
 5/4" No. 1 C. & B.... 3 cars
 10/4" No. 1 C. & B.... 2 cars
 3" No. 1 C. & B.... 1 car

CYPRESS
 1" 1s & 2s..... 3 cars
 6/4" 1s & 2s..... 1 car
 8/4" 1s & 2s..... 1 car
 1" Select 3 cars
 1" No. 1 Shop..... 5 cars
 5/4" Select 1 car
 5/4" No. 1 Shop..... 1 car
 6/4" Select 1 car
 6/4" No. 1 Shop..... 1 car
 4/4" No. 1 Common.. 5 cars
 4/4" No. 2 Common.. 5 cars
 4/4" Pecky 1 car

Band Mills:

SONDHEIMER, TALLULAH
and BATON ROUGE, LA.

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Office and Yard

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MEMPHIS, TENN.

Go to Thunder for Your Lumber

That not only means
LIGHTNING service
but quality in grades.
May we not hear from
you when in the market
for Northern hardwoods,
such as Birch, Hard
and Soft Maple, Bass-
wood, Elm, Ash and
Oak? We would be very
glad to serve you.

THUNDER LUMBER COMPANY
RHINELANDER, WIS.

Bigelow
HARDWOOD PRODUCTS

Lower Michigan Maple, Birch, Elm, Beech

5/4" No. 1 Com. & Selects Maple..... 100,000'
 6/4" No. 1 Com. & Selects Maple..... 100,000'
 6/4" Maple Step Plank..... 40,000'
 8/4" No. 1 Com. & Btr. Maple, 50% FAS... 150,000'
 12/4" No. 1 Com. & Btr. Maple, 65% FAS... 125,000'
 16/4" No. 1 Com. & Btr. Maple 70% FAS... 20,000'
 14/4" No. 1 Com. & Btr. Maple, 50% FAS... 38,000'
 4/4" No. 1 Com. 5" & wdr. Birch..... 120,000'
 10/4" No. 1 Com. & Btr. Birch, 60% FAS... 50,000'
 12/4" No. 1 Com. & Btr. Birch, 60% FAS... 20,000'
 4/4" No. 1 Com. & Btr. Soft Elm..... 40,000'
 6/4" No. 1 C. & Btr. Soft Elm, 40% FAS... 150,000'
 12/4" No. 1 C. & Btr. Soft Elm, 60% FAS... 70,000'
 4/4" No. 2 Com. & Btr. Beech..... 100,000'
 5/4" No. 2 Com. & Btr. Beech..... 125,000'

HARDWOOD SPECIALISTS

The BIGELOW-COOPER CO.
Bay City, Michigan



Hardwood Record

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Vol. LIH

CHICAGO, MAY 25, 1922

No. 3

Review and Outlook

General Market Conditions

SO IMPRESSIVE have the results of the flood condition in the Mississippi delta become that during the past ten days it has apparently reached home to a considerable number of large hardwood buyers, with the result that a substantial acceleration in order placement and a certain measure of firming in prices is noticeable. Personal reports coming out of the Memphis district clearly indicate considerable improvement during the past two weeks and a much more cheerful frame of mind so far as orders and prices are concerned. At the same time the whole southern producing region is agitated by inability to produce stock which it is apparent will be much more salable during the next few months than, perhaps, for some time thereafter.

With more accurate observation of the extensiveness and seriousness of this year's floods, it becomes even more apparent that former estimates of damage were conservative rather than radical. Production is almost totally stopped, not only for a temporary period, but with a condition that makes it certain that any measure of sawing can not be accomplished inside of two or three months, making it certain that new stock will not be ready for market before the end of the summer at the very best.

It is unquestionably the realization that various reports coming out of the South are based on the absolutely tangible facts that has led buyers to look for cover in their hardwood requirements.

Up to date the amount of southern hardwoods, particularly in the lower grades, which was moved out ahead of the floods on sacrifice prices, has contributed largely for maintaining unsatisfactory price levels, especially in the lower grades. Hope is expressed by the northern manufacturers that practically all of this stuff has now moved to market, evidences coming of late substantiating the belief that this hope has been realized. There is no reason to suppose that the box industry will in the near future take any augmented quantities of lower grades, but other lines are beginning to show life, providing additional markets which undoubtedly will take the edge off of excessive pressure of accumulated low grade stocks.

In so far as the upper grades are concerned, there is no change in this situation except still further shipments out and still further strengthening in values. Many items are notably scarce, and in some instances real difficulty has been experienced in picking up the requirements, this development being coincident with notable

improvement in the automobile trades, building trades, and factory lines in general.

At present considerable slackness exists in the demand for fancy veneers, even though there continues discernible activity in the movement of lumber to the same points. The imminence of the furniture shows is undoubtedly having the usual influence on purchases, as a month or so back there was quite a little activity in the movement of this class of high-priced stock. At present, though, things are quiet in this particular, and while there is no accumulation of fancy woods, there is no especial reason to believe that exceptional activity will develop before the shows are well underway.

The furniture trade as well as the producers of fancy veneers and hardwood lumber are looking with considerable expectancy to this year's Grand Rapids and Chicago markets as, while experience would not necessarily indicate an extensive amount of buying, it is assured that there will be a large attendance of retailers sincerely interested in manufacturers' offerings. At least, a fair measure of buying will eventuate and the present status of furniture production and purchases can reasonably be expected to continue as a result.

The situation of low production and shortage of stocks, characteristic of the South, is repeated in the North, mainly because of drastic unproduction of logs last winter and consistent outward movement of lumber during the last few months, particularly the last month. This slow but steady shipment has cut deep into the under-supply and though lower grades are still plentiful, the better class of lumber is in many cases reaching the point approaching actual scarcity.

This same situation holds in all regions inclusive of the Southeastern hardwood territory, and as a whole a general survey of the hardwood situation indicates continuance of the relative shortage of upper grades, comparatively plentiful supply of lower grades, fair volume of demand with every promise of further and consistent increase. Unquestionably fundamental conditions are very much improved even during the past two months, and while the general policy of business would be well based on a conservative, though optimistic and hopeful attitude, there is every reason to counsel a substantial purchase of hardwood lumber on present prices for shipment as soon as delivery is possible.

America's Birthright of Freedom Is at Issue

THE LUMBER INDUSTRY is directly and vitally concerned in the appeal which the Federal Trade Commission is taking to the Court of Appeals of the District of Columbia to set aside an injunction by the Supreme Court of the District, restraining the Commission from commandeering from steel corporations data on production, sales, prices, costs and profits. The Commission announces its intention to carry the fight to the Supreme Court of the United States, if it fails to secure removal of the injunction in the court to which it is now appealing.

The lower court and Supreme Court of the District of Columbia restrained the trade data gathering activities of the Federal Trade Commission on the ground that the Commission in so doing was assuming an authority which not only Congress did not delegate to the Commission, but which Congress itself did not have, because of the limitations put upon it by the Constitution in providing for the protection of states' and citizens' rights. Such activities would be a violation of the Fourth and Fifth Amendments to the Constitution by compelling disclosures of "trade secrets and facts, which amount to an unreasonable search and seizure." This court held that the requirements of the Commission would amount to the regulation of "purely private intrastate manufacturing business," and furthermore, that production is not commerce and consequently is not subject to the same regulation that might be imposed upon interstate trade.

But the Federal Trade Commission, with the impudence, the temerity, which has characterized the activities of this bureau, and is, in fact, typical of bureaucracy everywhere, comes back and asserts that Congress may demand any information which it needs in the formulation of legislation; that it may delegate the gathering of such information to a congressional committee or administrative body, such as the Federal Trade Commission, and that it makes no difference if the regulation of intrastate commerce does become incidental to the regulation of interstate commerce. Not only this, but it maintains the privilege of Congress, or its delegated authority, to "impose conditions under which state-created corporations may engage" in interstate commerce, to secure such trade data as it may desire, from manufacturing or other organizations and to give this such publicity as it may see fit, withholding only trade secrets and names of customers. In short, it asserts the right of a Federal authority to secure from an industry whatever information may suit its whim and then use that information to intimidate the industry in question. The commission declares that requiring trade information and the right of publishing it does not constitute regulation. It holds that any industry dealing in commodities "basic and vital, and, consequently, charged with public interest and use," is subject to the same sort of regulation applied to the railroads in interstate commerce. Specifically it states that iron, steel and coal are such industries, and it might as well have added lumber or any other industry. The Commission not only declares that Federal authority has the right to regulate such industries, but that, in the public interest, it should; further,

that such regulation can not properly be conducted unless the regulatory agent is permitted to secure from an industry data on production, sales, prices, costs, profits.

If the Commission succeeds in establishing these contentions the power of the Federal Government will be made absolute over the ordinary circumstances of business, and control of production and distribution of commodities would virtually pass from the hands of private enterprise.

This is an alarming manifestation of the arrogance of the bureaucratic school of politics which from many sources is challenging our American institutions. This doctrine would substitute for the principle of the broad freedom of private enterprise, which is the essence of our Constitution, the principle of the widest possible measure of Government meddling. This nation has prospered and grown great, because the Constitution imposed as little government as was consistent with public safety, and maintained the rule that the Government exists for the people rather than the people for the Government. This great vitilizing doctrine will be killed if the Federal Trade Commission has its arrogant way.

But fortunately there is reason to believe that the courts of the nation will continue to stand between the citizen and bureaucratic tyranny. Two courts of the District of Columbia have revealed this tendency, and recently the Supreme Court made a decision, which showed that it is committed to the same policy. On May 15 the Federal statute, which sought to regulate the employment of child labor by taxing its products heavily in interstate commerce, was declared by the Supreme Court to be unconstitutional. Chief Justice Taft declared, in this instance, that the court must refuse to recognize or enforce laws of Congress dealing with subjects not entrusted to Congress but left by the supreme law of the land to the control of the states. He said that the court must perform that duty "even though it requires us to refuse to give effect to legislation designed to promote the highest good. * * * The good sought in unconstitutional legislation is an insidious feature, because it leads citizens and legislators of good purpose to promote it without thought of the serious breach it will make in the ark of our covenant or the harm which will come from breaking down recognized standards. In the maintenance of local self-government on the one hand and the national power on the other our country has been able to endure and prosper for nearly a century and a half."

This reads like a proclamation of new freedom for Americans and promises that bureaucracy will not be permitted to take from us our birthright.

Hoover's Common Sense

THE MANNER in which Secretary of Commerce Hoover is handling the current lumber conference on standardization and ethical improvement again reveals an admirable commonsense, so often lacking in Federal officials. "Whatever is arrived at must be arrived at by your own initiative and upon your agreement," he told the lumbermen. Such an attitude is refreshing.

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Entered as second-class matter May 28, 1902, at the postoffice at Chicago.

Ten Year Review of Furniture Industry Improvements

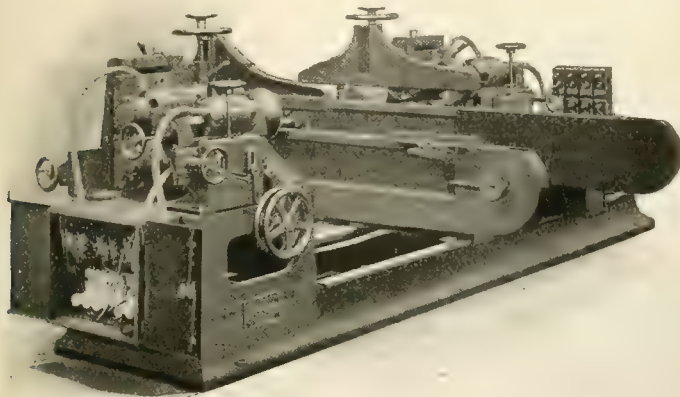
Improvements to Machines and Methods in Furniture Manufacture Keep Pace with Remarkable Industrial Evolution in the United States, Making It Possible to Produce in Great Quantities High Grade Furniture at Relatively Low Cost.*

Chapter II

(Continued from May 10 Issue)

Heretofore the application of ball bearings to woodworking machinery has been referred to more or less incidentally, but the tremendous importance of this improvement, together with direct motor drives, demands a more detailed consideration. Multiple direct motor drive apparently is becoming more popular every day. The

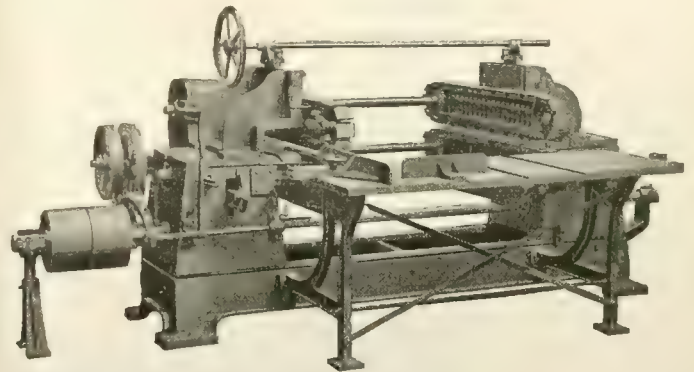
gone woodworking plants will be equipped with buss bars located in the power room, which will furnish 60, 80, 90, 120 and even more cycles, so that different machines operating on different classes of work can be made to run at just the speed the operator desires the machine to run.



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Motor Driven Ball Bearing Double End Tenoner

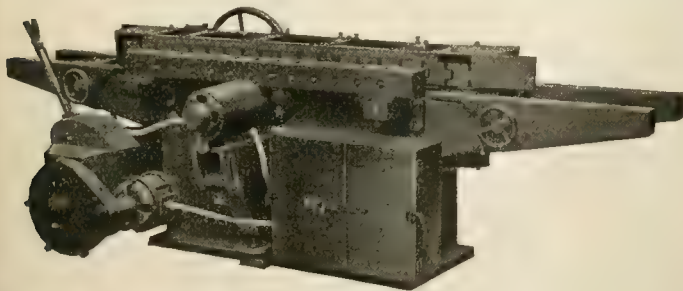
direct motor driven double-spindle shaper, which, operating off from 60 cycles, rotates at 3,600 R. P. M., and with the increase in the frequency is made to operate up to 10,000 R. P. M., and the



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Veneer and Panel Sizer of Up-to-date Model

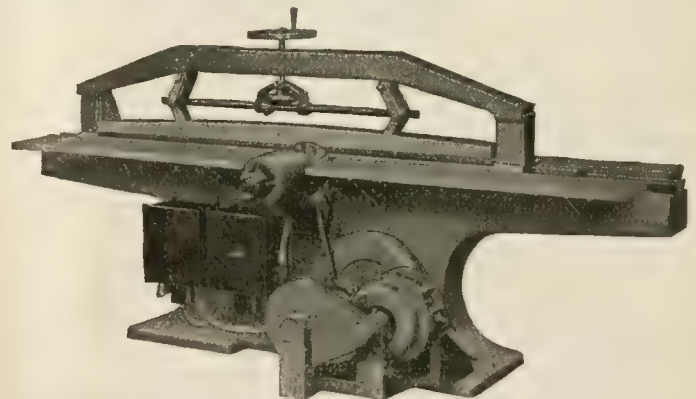
Of course, ball bearings were extensively used in woodworking machinery construction a considerable number of years before the introduction of direct motor drive, but it is true that direct motor drive has brought about the more general use of all types



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Modern Type of Continuous Feed Glue Jointer

direct motor driven moulders, are typical examples of this development. It is the general opinion of electrical manufacturers as well as most modern woodworkers that before another five years have



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Ball Bearing Motor Driven Veneer Jointer

*The preparation of this article would have been impossible without the extended advice and counsel of woodworking machinery manufacturers. We have placed a large dependence upon them, and have, in fact, in many instances employed their exact statements, but because of the impediment it would have offered to the reader, were forced to omit crediting each quotation as it was made. Therefore, we desire to make grateful acknowledgment to the following, upon whom we drew for our data: L. G. Merritt, Merritt Engineering & Sales Co., Lockport, N. Y.; R. F. Baldwin, treasurer, Oliver Machinery Co., Grand Rapids, Mich.; W. A. Furst, general engineer, Westinghouse Electric & Manufacturing Co., East Pittsburgh, Pa.; F. F. Davis, Baxter D. Whit-

ney & Son, Inc., Winchendon, Mass.; Glenn B. La Page, secretary, and W. Marsh, Jenkins Machine Co., Sheboygan, Wis.; Kenneth Redman, manager of the dry kiln department, and H. M. Nichols, in charge of the department of collecting and conveying systems for woodworking plants, B. F. Sturtevant Company, Hyde Park, Boston, Mass.; R. T. Maston, advertising manager, American Wood Working Machinery Co., Rochester, N. Y.; J. A. Quizley, Mattison Machine Works, Rockford, Ill.; Fred Kershaw, secretary-treasurer, Proctor & Schwartz, Inc., Philadelphia; R. D. Waltz, the De Vilbiss Manufacturing Co., Toledo, Ohio.

Note: Hardwood Record will be glad to assist anyone desiring to further investigate the merits of types of machines mentioned in this article to get in touch with manufacturers of the machines.

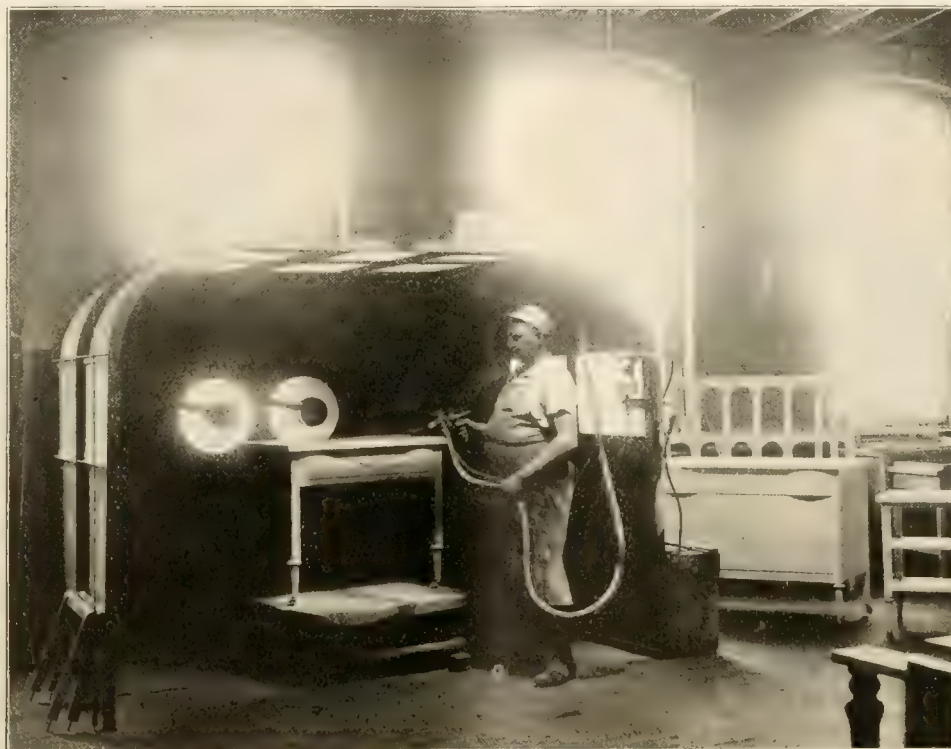
of ball bearings and thus the two developments are more or less related. Ball bearings are now to be found on a host of machines, shapers, moulders, planers, double-end tenoners and many others. It required a great deal of experimenting and research work to bring them to their present high state of efficiency. Direct motor drives have been applied to moulders, double-end tenoners, shapers, saw tables; in fact, almost any woodworking machine can now be equipped with direct motor drive if the purchaser desires.

It may be here said that the electrical industry has kept step continuously with the advance and progress of the woodworking machine tool manufacturers and are developing electrical apparatus as soon as the machine tool manufacturer has any idea of any new equipment to place upon the market.

In discussing ball bearings in connection with woodworking machinery the development of thrust bearings has also been very interesting. For example: on the little disk sander, or the speed

arbor, being the last word. The hollow chisel type is the best type for general purpose work at this time.

Tenoners have been splendidly improved and the most striking of these improvements has been the development of a tenoner that does not sprawl all over the shop, the making of a self-contained machine without belts running off to a countershaft far separated from the machine itself. It takes quite a lot of power to drive the old style of tenoner and the introduction of ball bearings has been most welcome here. The tilting table has been introduced so as to do angle work. This eliminates the time necessary to make forms for angle tenons, as would have to be done on the old rigid tables. Ball bearing tables have also been introduced, which make it easier for the operator to push the table forward and back. These machines are now furnished with a special motor operating each spindle. In this case only the spindles actually doing work are operated, securing the minimum consumption of power.



By Courtesy The De Vilbiss Mfg. Co.

The Modern Method of Finishing Furniture

lathes, or the big disk sanders, or, indeed, any other machine where a thrust is involved, the thrust ball bearings now produced will carry this thrust without increasing the friction of the motor, at a considerable saving in power.

Motors Applied to Saws

Ball bearings have been introduced not only for the saw arbors themselves, but for idlers and rolling sections of tables where they have them. Motor application has mostly been introduced in the last ten years, the first improvement having been to apply to motor; second, to build the motor in a self-contained manner and usually belt it to the arbors, and, lastly, to have the arbor of the saw bench one and the same. In other words, a motor arbor saw bench.

Ball bearings have also been introduced on swing saws and motors were first applied to this tool overhead, so as to make a self-contained unit, and later have been built in the arbor so as to make a motor arbor swing saw, eliminating belts altogether.

In the matter of boring machines, ball bearings have been introduced and various other improvements have been made, until now the motor spindle boring machine is offered.

The same things that have been said about the boring machine may be said about the mortiser, the motor in head, or motor in

In connection with the reference to swing saws the development of swing saw tables should have been mentioned. Swing saw tables are now being built with exhaust hoods and regularly fitted with automatic swing saw gauges and stops for cutting off lumber automatically at certain lengths.

Safety Has Been Deferred To

An entire article might well be devoted to the single item of the development in the past few years of safety appliances for woodworking machinery. A remarkable and most praiseworthy progress has been made in this direction and the principle of safety in the construction of woodworking machinery is everywhere recognized and deferred to by makers of these tools. Therefore, the mention of one or two safety appliances will suffice to suggest the improvements that have been made. Protecting all dangerous parts of a machine, such as belts and gears, has been a marked improvement during the last ten years on saw benches as well as guarding of the saws under the table and the saws over the table. An automatic guard has been developed for the swing saw, which completely covers the saw, raising over the work automatically. Guards have been applied over both wheels of band saws and the lower parts of the band saw have been constructed so as to connect with the exhaust connection.

(Continued on page 44)

Appalachian Loggers Hold Congress

Freight Rates and Standardization of Logging Methods Are Among Important Problems Considered by Operators; Repeal of Adamson Law Is Demanded

Freight rates and the standardization of rules for the cutting of trees and conducting the logging industry in general, were among the important subjects discussed at the seventh annual spring meeting of the Appalachian Logging Congress, which was held at the Hotel Sinton, Cincinnati, May 9, 10 and 11.

In reference to freight rates, President F. G. Norcross, in his address at the opening session of the convention, invited the lumbermen's attention to the attitude of the Interstate Commerce Commission in holding the rates on the low grade cuttings at a point where, he said, it virtually is impossible to ship the production. Appointment of a committee by the congress was urged by President Norcross to confer with J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, in an attempt to have the rates reduced on the low grades.

W. M. Ritter, president of the W. M. Ritter Lumber Company, Columbus, O., advocated the standardization of rules for the logging industry in his address on "The Hardwood Situation." He urged that these rules be made the subject of definitions and instructions much in the same way that rules are made for the grading, inspecting and shipping of lumber.

The resolutions committee presented a half dozen resolutions, which were adopted at the closing session. Among the important ones are: A resolution recommending the repeal of the Adamson eight-hour law and other similar legislation enacted by Congress since 1916; another resolution opposes any legislation providing for free tolls for American ships through the Panama Canal. The congress in another resolution indorses the work of the National Forest Fire Prevention Committee. Resolutions thanking the Cincinnati Lumbermen's Club and the management of the Hotel Sinton for the many courtesies extended to the delegates while in Cincinnati also were adopted.

The sessions were held in the ballroom of the hotel and many questions of importance to the logging and lumber industry in general came up for discussion during the three days' session and men prominent in the industry were present to explain new methods and problems in the production of lumber.

More than 175 delegates representing the various sections of the Southern Appalachian region were present. The entertainment feature was high-class and in charge of committee by the congress and one representing the Cincinnati Lumbermen's Club.

Attention of the delegates was called by President Norcross in his address to the request of the Forestry Division of the United States Department of Agriculture that the forests be conserved. "I feel confident that the lumbermen are doing their bit in regards to this matter, but I do not think they are being met halfway," President Norcross said. "The government wants to conserve the forests and yet the Interstate Commerce Commission places a rate on low grade lumber that makes it impossible to ship and as a result a large quantity of this lumber is going to waste in the forests. That is not the first principle of forest conservation."

President Norcross said that the operators need relief and the sooner the better. He urged the delegates to induce their consumers to make more use of wood containers, in an effort to move the lower grades.

"I have received a communication from the box manufacturers offering us their co-operation in disposing of the low grades which unfortunately is a large part of our output," President Norcross said in his closing remarks. Millions of dollars could be saved annually if wood containers were more frequently used for shipping purposes."

In a very detailed manner, Henry H. Tryon, engineer for James W. Sewell of Washington, D. C., talked on "Timber Estimating and Mapping of Today." The speaker by the use of maps and charts, showed cruising and estimating methods, the idea being not only to show the varying character of the growth throughout the tracts but to pick up the topography in such a manner as to indicate logging conditions.

Almost any estimate requires a survey, or at least a definite knowledge of ownership lines and areas, Mr. Tryon said.

Following Mr. Tryon's remarks the meeting was open for a discussion of his subject. It was brought out in this discussion that several lumbermen have never been able to ascertain from timber estimates, whether they include the whole tree or just those parts that can be profitably manufactured. In this connection, Mr. Tryon said that when making timber estimates it is a good rule to go into the mill first and see just what kind of lumber is being used for manufacturing purposes.

The first session adjourned at the conclusion of this discussion.

In the evening the delegates and others in attendance were entertained at the Claremont Hotel, Southgate, Ky., by the Cincinnati Lumbermen's Club. Four special trolley cars conveyed the delegates from the Dixie Terminal to the hotel, which is located in the Highlands of Northern Kentucky. The dinner was served on the grounds surrounding the hotel. Motion pictures of logging operations and four boxing bouts which were staged in a special built arena outdoors featured the program. Sinclair Shaw, Cincinnati representative of the Edward Hines Lumber Company, Chicago, was referee and W. H. Hopkins of the New River Lumber Company, master of ceremonies.

In opening the morning session, Wednesday, May 10, W. M. Ritter of the W. M. Ritter Lumber Company, Columbus, O., made a masterly presentation of lumbermen's problems and offered several very constructive proposals for betterment of conditions throughout the industry.

In reference to standardization Mr. Ritter said, "Why should not the lumber industry cut down the expense and reduce the inefficiency which results from the lack of standardization? I should like to see the logging congress realize the fundamental importance of this matter and put some of its best talent to work at investigating not only logging methods but all processes of the industry and decide on those that are best for their kind of work, put them to print and thus standardize the text for all such operations; and I thoroughly believe there is no practical difficulty in the way of accomplishing this. I can not see for example, why rules for cutting of trees and conducting of logging operations from the stump to the saw should not be standardized and made the subjects of definitions and instructions, much in the same way that rules are made for grading, inspection and shipping of lumber."

Mr. Ritter also called the lumbermen's attention to the administration of their timber properties, and in this connection said that the companies with which he is associated have prepared in brief, but comprehensive and in concise fashion, a clear presentation of the scientific facts concerning the timber properties of the general Appalachian area. The congress was invited by Mr. Ritter to examine these facts, and as a result M. W. Stark of the American Column & Lumber Company, Columbus, O., was appointed chairman of a committee by President Norcross to confer with representatives of the W. M. Ritter Lumber Company relative to the statistics. Mr. Stark is privileged to select the personnel of his committee. The findings of this committee will be presented at the autumn meet-

ing of the congress, which in all probability will be held at Knoxville, Tenn.

The next speaker was Colonel W. B. Townsend of the Little River Lumber Company, Townsend, Tenn. He presented a very interesting address on "Railroad Construction and Operation in Logging." His conclusion is that the person who can solve the railroad logging problem in the Southern Appalachian region has won the battle. According to Colonel Townsend it is a real problem and spells the difference between bankruptcy and profits.

Present logging railroad methods, Colonel Townsend said, have been developed by a process of evolution and the exercise of great ingenuity and engineering skill. He also referred to parts in Mr. Ritter's address and urged the members to go home at the close of the meeting and impress upon all lumbermen the importance of producing adequately to meet the impending demand and do all they can to prevent a runaway market that shall again put the lumber industry in disrepute on account of high prices.

Other members of the committee called upon to discuss the subject which Colonel Townsend opened were W. T. Latham, Andrews Manufacturing Company, Andrews, N. C.; R. C. Staebner, Meadow River Lumber Company, Rainelle, W. Va., and D. H. Tipton of Townsend, Tenn.

Harvey T. Graceley of the Marion Steam Shovel Company, Marion, O., told of developments in shovel manufacture of interest to operators. Mr. Graceley said his company makes a gas-electrical machine that by means of a gas engine on its platform develops electricity for its operation, and the machine is so built as to use power developed otherwise for the operation of its motors. A number of these machines have been sent into the logging camps in the Northwest, Mr. Graceley said.

The question of wrecks on logging railroads was then brought before the meeting by H. B. Curtin, Pardee Curtin Lumber Company, Clarksburg, W. Va. Mr. Curtin said that it has been the experience of his company that less wrecks occur on the seven and eight per cent grades than on the four and five per cent grades. The reason for this, Mr. Curtin said, was that the train crews are more on the alert when they are traveling on the heavy grades. Colonel Townsend said that a railroad could be successfully operated on a seven or eight per cent grade, but believed that building a railroad on a grade of this character should be avoided wherever possible.

The fight of the Southern Hardwood Traffic Association for reduced freight rates was reviewed by J. H. Townshend, secretary-manager, in his address before the congress. He also referred to the flood conditions in the South, which he said would not permit resumption until July 1 in many cases. In reference to freight rates on low grade lumber, the speaker said that a differential based on price might solve the problem. However, that might create the impression among carriers that the rate on the high grades are not high enough. Freight is the largest part of lumber cost, and should receive more attention than is given it, J. Van Norman, counsel for the Southern Hardwood Traffic Association, said. In conclusion, he pleaded for greater support of the organization.

Before the morning session adjourned H. B. Curtin of the Pardee & Curtin Lumber Company, Clarksburg, W. Va., called the lumbermen's attention to the proposal that the toll on coast-to-coast ships through the Panama Canal be repealed. Mr. Curtin said he opposed the proposal on the grounds that it would mean a tax on eastern producers for the benefit of the western producers, and cited an instance where western producers put hemlock into Clarksburg, W. Va., his home town, cheaper than he could sell it there. President Norcross said that the congress would take some action in this matter before the convention adjourned.

The first speaker on the program for Wednesday afternoon, May 10, was Colonel W. B. Greeley, Chief Forester of the United States, and the subject of his remarks was "Practical Ways and Means of Forest Conservation."

Colonel Greeley said that two great forces are bringing refor-

estation about. The first is our staunch old economic standby, the law of supply and demand. The second is the insistence of the American people that something effective be done to insure a future supply of timber and prevent a large part of the soil of the United States from passing into unproductive idleness. The Chicago lumber industry, Colonel Greeley said, now pays in freight \$25,000,000 a year, because the forests of the Lake States no longer supply its needs. He cited several other cases, and said that these factors were bringing about reforestation quicker than anything else.

In reference to the forest situation in the United States, Colonel Greeley said, that we are using our timber three and four times as fast as it is being produced. He urged the bringing of production to equal current use, and said that there should be no great difficulty in achieving this end.

The efforts of the congress to prevent fires was then told by President Norcross, who also said that several match and tobacco companies had pledged the organization their support in this campaign. A representative of the American Tobacco Company was introduced by President Norcross, and he said that his company was enclosing slips in each package of cigarettes warning the users against throwing lighted cigarettes away. He also said that the company is studying means of marking other packages. President Norcross said that the Ohio Match Company and the Diamond Match Company also were placing warning slips in packages of their product.

The next number was the committee discussion on "Timber Cutting and Swamping." M. W. Stark, vice-president and general manager of the American Column & Lumber Company, Columbus, O., acted as chairman of the meeting while this subject was being discussed. Mr. Stark led the discussion by saying that the problem of timber cutting can be divided into several phases, personnel, tools, planning of work, proper records, standards and methods. He was followed by Murray Pryor of the W. M. Ritter Lumber Company, who told of his company's methods. The question of cutting logs by contract came up and H. B. Curtin said that this system attracts the competent workmen, and assures the mills of a quicker and better supply of logs. Henry Mather of Henry Disston & Sons, Philadelphia, Pa., and Lewis Doster of E. C. Atkins & Co., Indianapolis, Ind., spoke on the care and uses of saws. During a discussion on the uses of saws several lumbermen said that the four-tooth saw was the best when cutting hardwoods, while the two-tooth saw answered the requirements when cutting soft woods.

At the close of the session E. A. Gaskill of the Suncrest Lumber Company, Sunburst, N. C., exhibited two chairs and explained that with the present cost of lumber and allowing thirty per cent for waste the lumber in each would cost 18 cents. Mr. Gaskill said that both chairs wholesale at \$1.50 apiece and retail at \$3 each.

In the evening the banquet was held in the ballroom of the Hotel Sinton. Ralph A. Tingle, Ohio representative of the Standard Oil Company, was toastmaster.

The program for the evening included speaking, radio concert and a musical entertainment. The speakers were: William C. Culkins, executive secretary of the Chamber of Commerce; Douglas Malloch, Chicago; William Hopkins of the New River Lumber Company; President F. G. Norcross; F. S. Spires, vice-president of the American Column & Lumber Company, and G. T. B. Cobbett of London, England. Following the speaking golf trophies were presented to several members by William Hopkins on behalf of the Cincinnati Lumbermen's Club.

L. D. Gasteiger of the Pittsburgh Lumber Company, Braemar, Tenn., opened the morning session on May 11, with an interesting address on "Railroad Maintenance." With the aid of sketches he told of the principles involved in spiking and locating ties at rail joints. This phase of the logging industry was discussed at length and the opinion of a majority of the delegates was that a thirty-five-pound steel rail is the most practical light weight and the seventy-pound the most practical heavy weight.

Following Mr. Gasteiger's remarks other members of his com-

(Continued on page 29)

Fish Explains Sales Code to Wholesalers

That the proposed Sales Code of the National Hardwood Lumber Association is being formulated upon practical and wholly enlightened conceptions of the requirements of such a document and that the experience of the best minds in the hardwood lumber producing and consuming industries is being brought to bear upon it, was revealed by Frank F. Fish, secretary-treasurer of the National Hardwood Lumber Association, who addressed the quarterly meeting of the Northern Wholesale Hardwood Lumber Association on this topic at the Athletic Club in Milwaukee, Wis., on May 12.

Some of the wholesalers present at the meeting may have been "on the fence" in regard to the proposed Code before Mr. Fish spoke, but after he had revealed the brand of wisdom that the Code will incorporate, it is doubtful if there was a man among his auditors who had not become a staunch advocate of the Code. The men who, under the leadership of Earl Palmer of Memphis, are building this Code, are working upon the conception that a hardwood sales code, to be successful, must be so equitable as to equally safeguard the interests of seller and buyer and to provide means of enforcement not only upon the seller, but upon the buyer. The fatal weakness of all other proposed hardwood sales codes has been, Mr. Fish explained, that they provided only for disciplining of offending lumbermen, and did not sufficiently provide for equity. The code which will be presented at the twenty-fifth annual meeting of the National Hardwood Lumber Association in Chicago in June will be so framed that it will operate to "discipline the consumer of our product through his own organization."

This is the distinguishing feature of the proposal which will be presented in June. "The Sales Code committee feels that differences might be arbitrated between members of the National Hardwood Lumber Association and members of consumers' associations, and will try to bring this about," Mr. Fish explained. The plan is to come to an agreement with the National Council of Furniture Associations, and other associations representing consumer groups, for inter-association arbitration of differences that arise between buyer and sellers on the basis of the Sales Code. It is conceived that the secretary of the National Hardwood Lumber Association and the secretary of the association to which the buyer belongs will act as arbiters. These two men will consider the case and render a decision and will then through the power of their respective associations enforce the decree upon the disputants. The attempt of either party to the dispute to act unfairly and in a recalcitrant manner will result in his suspension or expulsion from his association.

It is easy to understand that such a code will function and that it will command the respect and adherence of the best elements of the hardwood and consuming groups.

Code Charts Established Customs

Mr. Fish made it plain that the code is "no new thing." That is to say, that it will not undertake to arbitrarily set up a set of rules and regulations for the buying and selling of hardwood lumber; but will merely define, in unequivocal terms, the established customs of the trade. This was stated in the tentative preamble to the proposed code, which Mr. Fish read to the meeting.

This preamble further said that the code will undertake to establish a uniform practice in the sale and purchase of hardwood lumber; provide for settlements of disputes; establish the principle of the inviolability of contracts and the theory of "substantial performance."

The fact that there is much more than a casual need for such a code was shown by Mr. Fish when he spoke of the Universal Sales Act. "That act has got dynamite in it for the lumberman; it is poison!" Mr. Fish said. Under its radical provisions a buyer may reject, if he is disposed to be so arbitrary, an entire shipment, if but

one board in that shipment fails to measure up to specifications. "But the courts will recognize established customs of a trade," Mr. Fish said, "when they are interpreted and sustained by a Code such as the National Hardwood Lumber Association proposes to set up." He then cited judicial decisions which confirm concretely the disposition of the courts to rule in this way. "The Sales Code will invoke the rule of reason," Mr. Fish said.

Another thing that Mr. Fish made clear is that the Code which will be presented to the members of the National will not follow the outline nor be based upon the "Memphis Code." It will represent entirely new and independent investigation and conclusions. It will have been built from the ground up.

In the effort to compile recommendations for the new Code the consumers have been consulted as extensively as have the sellers; they have evinced a great deal of interest, and the recommendations will be the result of their thoughts just as much as they will the thoughts of sellers.

Mr. Fish mentioned the Sales Codes conference which will be held at the Drake Hotel, Chicago, on June 21, the day prior to the opening of the National's convention. He invited the wholesalers to send representatives to this meeting and T. T. Jones, president of the Northern Wholesale Hardwood Lumber Association, accepted the invitation, naming A. L. Ruth of the G. W. Jones Lumber Co., Chicago, and Geo. D. Griffith, the Geo. D. Griffith Lumber Co., Chicago, to represent the committee, together with himself and J. H. Hayden, secretary of the association.

In addition to his exposition of the Sales Code, Mr. Fish paid a tribute to the wholesale element of the hardwood trade, defending the lumber wholesaler against the aspersions that have recently been cast upon him by certain of the manufacturers in connection with the current grade marking and tally counting movement, and on other occasions. Mr. Fish declared that in his long experience in lumber association work, extending over a quarter century, he had found that the wholesaler assayed about as high a percentage of "pure gold" and about as little "dross" as any other element of the trade. "I have found the wholesaler always ready," he said, "to relinquish his private advantage to the good of the majority in the interest of harmony in the trade."

The meeting was presided over by President Jones with his characteristic vigor.

Lower Grade Problem Analyzed

The other outstanding feature of the meeting was a report of a study of the problem of marketing the lower grades of hardwood lumber. This report was delivered by G. A. Vangsness of the G. A. Vangsness Lumber Co. of Chicago, who headed a committee comprising, besides himself, H. S. Walker and R. J. Clark of Chicago, which was named by Mr. Jones at the annual meeting of the association in January. The report follows:

At our last meeting your president appointed a committee of three to investigate the advisability of instituting a campaign to educate the consumer to use lower grade lumber. This seemed necessary as the supply of high grade lumber is rapidly being depleted, and the supply of lower grades is greatly in excess of the demand.

The last report (January 1, 1922) of our own membership showed stock on hand 65,000,000 feet. The following percentage of grades: Firsts & Seconds, 13%; No. 1 and Select, 24%; No. 2 Common, 23%; No. 3 Common, 40%, with Firsts & Second in fair demand; the other grades very slow.

Your committee and its chairman upon making a personal survey in the trim or sash and door industry, and the furniture industry, find the following conditions: The trade is almost unanimous in their stand that we take the initiative by equipping our mills to work up our lumber to sizes used by them, and in that way eliminate nearly all waste and save millions of dollars annually on freight charges alone. The greatest objection we find to this is the lack of standardization in all lines where wood is used, and our belief is that if a

(Continued on page 23)

Palmer Speaks on Associate Co-operation

The new idea of the value of inter-association co-operation between sellers and buyers, which has developed in connection with the sales code study which the National Hardwood Lumber Association has been making for the last eleven months, was introduced to the Lumber Group of the National Association of Purchasing Agents at the annual convention of the association in Rochester, N. Y., on May 17, by Earl Palmer of the Ferguson & Palmer Company of Memphis, chairman of the Sales Code Committee of the National hardwood body.

The title of Mr. Palmer's address was "Associate Co-operation" and he explained that while "the novelty of association effort as between individuals has long since passed . . . we are now approaching a still more comprehensive stage of combination, which involves the co-operation of trade organizations, one with the other, for the purpose of promoting more effectively those purposes in which the memberships of the participating organizations possess common interests. There are interests which can be served better by such combinations than by one organization operating independently, just as there are interests which can be served better by an association than by an individual. Of course, the interests which can be served by inter-association effort are, as a rule, more general in nature, but perhaps not of less importance than those of intra-association concern."

Specifically Mr. Palmer had in mind the proposal to seek the co-operation of hardwood buyers' associations in enforcing the Hardwood Sales Code, should one be adopted at the annual convention of the National Hardwood Lumber Association in Chicago on June 22 and 23. "When such an extended combination of effort is proposed," he said, "it is only logical first to establish the existence of a common denominator of mutual interest, which may possibly be served by the extension of associate co-operation. I believe that the cause which I shall now present to you constitutes such a denominator between the National Association of Purchasing Agents and the National Hardwood Lumber Association, and, when I have completed its presentation, I trust that the members of this Lumber Group will join me in that belief."

Buyers Asked to Support Code

The proposition is for the establishment of a general hardwood lumber sales code upon which the National Hardwood Lumber Association has been at work for the past eleven months, with the hope of finally and successfully concluding that work at its annual meeting to be held in Chicago next month. The proposed sales code is not to be promulgated in a spirit of selfishness, but in the interest of the general hardwood lumber trade, including, as it must, not only the manufacturer and the distributor of hardwood lumber, but the wholesale consumer as well; and it is to this last interest which I assume is largely represented at this meeting, that I now appeal for assistance and support in the work.

The general purposes of the code may briefly be stated to be:

1—To establish uniform practices in the conduct of transactions involving the sale and purchase of hardwood lumber by defining in plain and unequivocal terms the approved customs and usages of the trade under which such transactions are conducted.

2—To remove contradictions when existing between customs and to supply reasonable regulations to cover elements of transactions that are not already covered by established customs.

3—To provide intelligent, practical, and responsive means for the settlement of disputes arising between sellers and buyers of hardwood lumber without recourse to annoying and expensive litigation.

That is all that is being undertaken. It is a simple program, but it cannot be carried into immediate effect without the co-operation and support of all the interests involved. The National Hardwood Lumber Association believes that the undertaking possesses a sufficient degree of general interest to justify its prosecution along the lines of associate co-operation, and, to that end, a number of trade organizations, the members of which are interested in the purchase and consumption of hardwood lumber, have been solicited to join in the work, and the responses to those solicitations have been surprisingly spontaneous and hearty.

No detailed sales code has as yet been prepared by the National Hardwood Lumber Association. It is proposed to defer the work of drafting a code until a delegated meeting assembles for that purpose in Chicago at the Drake Hotel on June 21. The delegates to that meeting will be appointed by the interested trade organizations which they are to represent. The number from each organization should not be more than five nor less than three. The real underlying purpose of this address is to enlist the support and co-operation of the National Association of Purchasing Agents in this undertaking.

I trust that I have made it plain to you that in its membership, in its objects, and in its achievements the National Hardwood Lumber Association is a worthy coadjutor in any line of general endeavor having for its purpose the betterment of conditions in our business life.

Mr. Palmer then asked that the purchasing agents "join hands with us on this sales code proposition by appointing a committee to confer with us at our meeting in Chicago on June 21."

Development of Associate Co-operation

At the outset of his address Mr. Palmer reviewed the development during the last twenty-five years of the trade association idea, or movement, wherein it gradually superseded the strictly individualistic sentiment in business, which Mr. Palmer said was expressed by the well known maxim, "every man for himself and the devil take the hindmost." "But the idea (Associate Co-operation) gradually gained ascendancy that in trade, as well as in other phases of human existence, man did not live unto himself alone; that there were common interests to be served which could better be promoted by organized effort than by individual endeavor; and since that idea has become firmly rooted in the minds of business men such great progress has been made in organizing business into trade associations that today no important industry is without its trade organization," he explained. He added, that, in fact, there has been so much associate co-operation among the industries that they have been "threatened with the danger of over-organization."

In connection with this part of his subject Mr. Palmer gave a history of the National Hardwood Lumber Association and its service, through its Inspection Rules, to the hardwood industry and the multitudinous users of hardwoods. He spoke of the chaos which prevailed twenty-five years ago when there was no single supreme standard for grading and measuring hardwood lumber; and expressed great satisfaction that "today there is but one standard of hardwood inspection, which is expressed by the rules of the National Hardwood Lumber Association. . . . The stability of those rules as they exist at the present time is absolutely assured," he added.

In the administration of these rules, the lumber buyers were reminded, "the Association guarantees the quality of its service, not by fair words, but by a substantial bank balance. . . . The Association meets all just demands, arising from erroneous inspection with cash payments instead of regretful apologies." These are facts you are not likely to forget and facts which merit the careful consideration of all buyers of hardwood lumber.

The National's Achievements

The notable success of the National Hardwood Lumber Association in building up a membership of 1,454 individuals, firms, and corporations, engaged either in the production or distribution, in a wholesale manner, of hardwood lumber, was related by Mr. Palmer. The association has maintained "throughout the years, without internal misunderstanding or conflict, 'the composite quality of its membership,'" he said, "because that membership believes that there is a community of interest existing between the manufacturers of lumber and the wholesalers of lumber, which can well be served by common effort and the results attained from the operation of the association have amply justified that belief."

It is idle to deny that a distinct line of cleavage exists between the process of producing a given commodity and the process of distribut-

ing that commodity among the ultimate consumers thereof and there is no reason for regarding the lumber industry as being exempt from the application of this economic law. The man who invests in timber, equips a sawmill and engages in the process of reducing his trees and logs into lumber is a manufacturer. The man who goes into the market and sells lumber is a merchant. If it so happens, as it frequently does, that these two functions are discharged by one individual, the quality of the operations is in nowise affected. In one instance the individual acts as a manufacturer and in the other he functions as a merchant. In many lines of industry the processes of manufacture and of merchandising are never combined in one individual, but instead, the manufacturer is content to produce the commodity constituting his line and turn it over in bulk to the jobber and wholesaler for further distribution; and I believe that I am correct in stating that this method has the approval of sound economic authority. But the make up of the hardwood lumber trade is more complex. We have the manufacturer and the wholesaler; the wholesaling manufacturer and the manufacturing wholesaler, making it exceedingly difficult in practice to draw a line of demarcation between the functions discharged by the various groups; and the National Hardwood Lumber Association has never attempted to draw such a line, because whatever functions its members may discharge they all are, in the final analysis, hardwood lumbermen and as such have common interests which can well be promoted by associated effort. In fact, however, the manufacturing element in the association's membership preponderates in the ratio of two to one as compared with the wholesaling element. This preponderance is not due, however, to any process of intentional selection, but doubtless results from the fact that there are more manufacturers than wholesalers in the hardwood lumber business.

Why Lumber Inspection Rules?

Mr. Palmer gave the buyers a most interesting exposition of the logic of lumber inspection rules. In this connection he said:

While we are accustomed to regard and to refer to lumber as a manufactured product, it really comes to us as a product raw from Nature's laboratory, changed in form but retaining most of the natural characteristics with which it was originally endowed. The sawmill can only reduce the log to certain dimensions, remove the bark and heart, rip out a defect here and trim off another there, leaving the inherent qualities of the final product absolutely unchanged from its natural condition. Nature deals in infinite variety. In a thousand leaves from a single tree no two can be found exactly alike. And so with the lumber produced from that tree, no two boards are duplicates. For that reason lumber cannot be sold by sample as is the case with many other commodities, but each board must be judged and classified from its individual peculiarities, and this process of judging and classifying lumber is called grading, or inspecting.

In order that the process of grading may be possible standards of quality are demanded which set forth in detail the requirements of the various grades; and it is the duty of the lumber inspector to match the quality of each board handled by him with the particular requirements demanded by the grade to which it may be assigned. These standards are known as Inspection Rules and are entirely arbitrary in nature. There is no more reason for a specific inspection rule than there is for a specific freight rate. It is to be regretted that a complete set of hardwood inspection rules was not handed to Moses on Mount Sinai in connection with the Ten Commandments, but such was not the case; and those in existence today in no manner bear the stamp of Divinity, nor are they inspirational in origin, but, instead, they are the product of finite intelligence, abetted in a degree by the process of evolutionary developments.

The value of any standard does not depend so much upon the unit of quantity or of quality which it expresses as it does upon its uniformity and its stability. If a yard stick were two feet long instead of three feet it would make no particular difference, if all yard sticks were always two feet long. But if there were other yard sticks three feet long, or if all yard sticks were sometimes two feet long and at other times three feet long, the situation would become confused. No one would be able to know what the length of a yard might be and the standard, as such, would be of no value. Such a situation prevailed in the hardwood lumber trade prior to the advent of the National Hardwood Lumber Association.

(Continued from page 21)

campaign could be inaugurated for the standardization of sizes, particularly in furniture, it would eliminate much waste motion, and be a great saving. This, of course, would have to be concurred in by all branches of the lumber industry, and would take considerable time and very able leadership. Unless we go about it from this angle it seems almost impossible to convert the user, as he claims, and this has been fully demonstrated, that it would be necessary to painstakingly educate his factory hands up to the point where they would, from altruistic motives, work for the benefit of the present generation and of posterity, for the human element enters very largely into this as into all other practical lines. Labor says, "You ask us to turn out so much work per day; to do this we must have the kind of lumber

that will make your product with the least possible effort on our part." This you may say is very selfish, and I grant you that is true, but this is where the human element enters in again, and who of us would care to say but they take the same stand we would take if we were in their places.

Furniture Styles Change Often

If our deductions are correct it would seem that our only alternative lies in a campaign for standardization of sizes, and we all know that would be a long drawn out affair in a country such as ours where styles change much oftener than the moon and with less apparent reason. There has been much juggling in the past from Italian Renaissance to Louis Sixteen, Adam and Queen Anne. This being some of the Period patterns, some straight slender lines, others more massive and some showing much carving, others less, but nearly all recent patterns are in overstuffed in tapestry and velours with a small amount in high priced silk damask, and practically every change in style calls for a change in sizes of cuttings, and this is what you are up against when you come to talking standardization in the furniture lines. This, of course, is not as noticeable in the interior finish.

Just now there is a campaign on by the furniture people to make a special design combining many of the period styles, and adding Americanizing touches trying to work out something that will be popular, and hoping that it will last and get away from the frequent changes.

During the National Convention of Box manufacturers at the Drake Hotel in Chicago, in April, your committee was invited to attend one of their executive sessions. They have a committee working out a campaign to educate the public to use wooden containers. This committee thought it might be mutually beneficial for us to get together and we might be able to get some information that would benefit this organization, so met with them. Though your object in appointing this committee did not have this in mind, still, it is easy to see the benefits that might be derived by our members if anything could be done to stimulate the box business generally, as it would have a tendency to raise the price of lower grades and take up a part of the burden, which is now borne entirely by the higher grades.

There were about one hundred present, most of whom were purely box makers, but some were in both the box and lumber business. Reports were read from the New England section, and from the Metropolitan district of New York, from the southern states, from Kansas, Nebraska, and from Wisconsin and Michigan territory. All agreed that the box industry was in a bad way, and held no hope of making a profit in 1922. From various reports they are running 50 to 60 per cent of normal and sales are at or below cost, and do not cover overhead.

The delegates from Kansas reported that one of their large customers, a wholesale grocery house, told them recently that their customers were asking for wooden containers for canned goods. The reason given was, the paper containers draw moisture from the air, sweat the cans, loosen the labels, and cause the cans to rust. The question was asked if this was a local condition. He answered that his house had branches in Birmingham, Ala.; Memphis, Tenn.; Kansas City, Salt Lake City and Denver, and believed it was general and not due to local atmospheric conditions, and if this is true it should be good news for holders of low grade hardwoods, for much of the trade lost is due to paper containers.

The various sections reported plenty of lumber available at reasonable prices and some very soft spots in northern birch and maple, and all agreed that unless there was a reduction in freight rates no lower prices could be hoped for, as it is being sold at a loss now.

Low Grade Cut Will Be Less

Your chairman explained to them that while there was plenty of lumber on hand for present needs, this year's cut would not develop as much low grade, and anything like a normal demand would soon exhaust the supply.

It was interesting to get the buyers' viewpoint, and rather surprising to note that they were in possession of what are at times considered trade secrets among us lumbermen. They agreed almost to a man that no one had much stock on hand, but in spite of the blue reports, generally, I was pleased to find a spirit of optimism, and "never say die," that might be well for lumbermen generally to cultivate in time of trouble.

In summing up, it appears to your committee that any changes in the present custom will be governed largely by the prices prevailing for each grade, and will not be much affected by any campaign that can be brought about in our organization, as false stimulants are only of a temporary nature, and do not have much effect on human natures. There is a tendency at this time to buy lower grades for furniture, and as soon as labor gets low enough, and is willing to listen to reason, the trouble will adjust itself to such a degree that our only worry will be the No. 3 grade in hardwoods, and if we desire to enter into an advertising campaign to stimulate the use of wooden boxes, it should be done jointly with the Chicago box makers and the Northern Hemlock & Hardwood Manufacturers' Association.

It was voted that the next quarterly meeting be held in Minneapolis, Minn., about July 10.

Hoover Opens Lumber Conference

Secretary of Commerce Presents Program for Simplification of Sizes, Grade-Marking and General Improvement of Trade Practices to Most Representative Body of Hard and Soft Wood Interests Ever Assembled

The first national lumber industry conference, with more than a score of organizations present, representing practically the entire industry of both soft and hardwood dealers, manufacturers, retailers and consumers, began its five days of deliberation in Washington, D. C., May 22, and promises to be of paramount good in the industry.

This is the first hardwood and soft wood conference of the lumber industry ever held with a cabinet officer "listening in," and much good, it was predicted, will come as a result of the conference, which will consider three major propositions of vital interest to the industry. They are: First, names of grades; second, uniformity of grade marking, and third, standardization of sizes.

Support of the three ideas, it is apparent, will be given by the entire industry. The position of the National Hardwood Lumber Association, represented by Horace F. Taylor, Earl Palmer, John W. McClure and Frank F. Fish, was placed before the conference at the first afternoon session, following Secretary of Commerce Hoover's address to the delegates.

"Speaking for the National Hardwood Lumber Association, it is my pleasure to say that we shall not only support your ideas, Mr. Secretary, but it is also with a great deal of pleasure that we are able to inform you that already the hardwood manufacturers have put into practice some of the suggestions made," Mr. Taylor said.

Laying before the delegates to the lumber conference the program embodying the three major problems, Secretary Hoover said they "are the most difficult that you have to cope with, and the settling of all of them, or two, or one, will more than repay you for your time and efforts spent here.

"The purpose of the department is to assist by bringing the different trades together, so far as we are able; to give you such expert assistance as we may and by giving you the benefit and experience of other trade and industries in methods of solving difficulties.

"The problems in the lumber industry, which you are here to discuss, are of the most fundamental importance. With the lumber industry, as with practically all other industries, the main trouble is the cost of distribution. Practically all of your difficulties in the lumber industry are questions of distribution; the guarantees of qualities, the simplification of dimensions, the grading of lumber, all of them, are steps in advance toward reducing the cost and the waste of distribution.

Initiative Left to Lumbermen

"Whatever is arrived at must be arrived at by your initiative and upon your agreement. My understanding is that we are going to discuss three phases of this question. The first is the question of grading lumber. When we come to questions of grading, the first thing that one runs against is the nomenclature—of the actual names that are in use for different commodities, and different qualities or standards of that commodity. So that a primary necessity is to have some agreement on the terms that are going to be applied.

Now, I realize that this is a trade that has an enormous variety of material, so that a designation of terms must start with some common acceptance of the designation of a particular type of wood; it is either pine or hemlock, or it is something else. And the primary custom of the trade is a definition of lumber on the basis of species, in which there is some variance that needs to be corrected by agreement, as to what species the lumber really is by way of trade name. We are not involved here in discussing trees and their origin; it is purely a question of terms in the trade—trade terms.

And then we come to the quality of any particular species or any general variety that we have determined upon. And there is a wide variation there. Some lumbers are designated by clears and other

qualities, whilst others have other nomenclatures, and we ought to have the same terms, if that is possible. So that those are questions of terms, of nomenclatures.

The Question of Guarantees

Then we come to the question of guarantees. As to how, after lumber has been divided on any such basis as we may determine as to its nomenclature, how the public is to have any assurance as to what it gets. And there we have to enter into the problems of inspection, and certification, and markings, or other devices that might be developed to give some assurances to the consumer. And I do believe it is infinitely in the interest of the industry as a whole that we should set up, if it is possible, some sort of a system that will result in a practical guarantee. I confess that is a matter that you will have to find a solution for, if it can be found, as I have but little useful suggestion to make. But those guarantees are fundamentally one of the greatest eliminations of wastes that could be made in the industry; in the elimination of litigation and dispute, and in the better education of the public which can follow as to the best grade adapted to certain purposes, etc., etc. But it is hopeless to get through with that end of the program, unless there is some pretty well defined assurance to the public that the grades, qualities, and so forth, are going to be as represented. Indeed, one of the difficulties in this industry has been three or four per cent, or perhaps even less per cent than that, of people trading directly in lumber who have definitely shifted the grades in transactions, and that has consequently led to a great deal of feeling that the trade lacks certain basic honesty that I know it does possess. In any event, if we could arrive at some method of guarantees as to grades and qualities, we would eliminate the crook who casts a general reflection over the whole trade; because if you find one crooked transaction in lumber, it will reflect over 100,000 honest transactions; it is the one thing that stands out.

So that the problem of guarantees is a very great problem.

The Simplification Problem

Now, the third branch of the discussion is that of simplification; simplification of dimensions and other items that make for economy in both production and transportation and distribution. The difficulties, of course, are very large, more especially as there are some forty thousand saw mills in the country, and hitherto, in our examination of these questions and in the actual processes of securing simplified practice, we have found that the first thing fundamental to it is some kind of a survey to know how many varieties of dimensions, and sizes, and so on, there are in the different breeds of the commodity; and we have made the most successful approach to that problem hitherto, not by setting up positive sizes so much as the elimination of a great number of sizes for which there is but comparatively little call, or of comparatively little importance. However, that is a matter that has to develop in the trade, as to the method by which the problem can be approached.

Now, my suggestion, in order that we should get forward with something that is constructive, is that we should have some discussion on the broad issues of these three problems, and that perhaps then your chairman would appoint some committees who could bring in some kind of recommendations under these three or four headings for discussion. And we all need enlightenment as to the problems that exist in the different branches of the trade, and the possibilities of securing results in such a conference as this.

I would like to make this general observation, that there has been agitation in the lumber trade, or amongst the public, for the last twenty-five years for some kind of Government inspection, Government grade and Government control of that type. Some of the branches of the lumber trade themselves have recommended courses of that order.

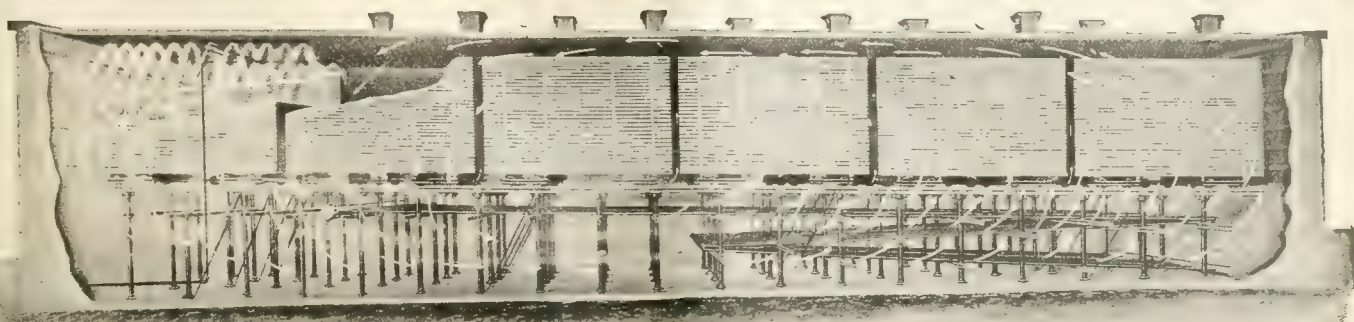
My own feeling is that if we can develop these things through the internal machinery of the trade itself, as a matter of self-government in the trade, that we will have secured infinitely better results, and we will have secured something even more fundamental than that, and that is the sense of self-preservation in the American people.

Sherrill Explains Hardwood Problems

C. H. Sherrill, Merryville, La., representing the American Hardwood Manufacturers' Association, said that the hardwood men, owing to the fact that they dealt with so many different varieties of timber, were not so favorably situated for ease of attainment of standardization as the softwood men, and that their work as an

(Continued on page 28)

A Recent Development in Drying Hardwood Lumber



The small arrows indicate internal circulation

GREEN END—The cold green lumber first comes under the steam spray which heats it to the center with a high humidity and low temperature, making the tissue plastic and relieving any case-hardening. The down circulation at this end is natural and tends to equalize the moisture content of the stock before drying begins.

DRY END—The stock has progressed to this end through a gradually increasing temperature (produced by the three coils of pipe under the tracks), and a corresponding lowering humidity. It is thus dried uniformly from center to surface without case-hardening or checking—the wood retaining its natural life and strength.

Moore's Progressive Moist Air Kiln

or MOORE'S COMPARTMENT KILN is furnished where charge method of operation is desired. We build both the *progressive* and *compartment* type and manufacture equipment suited to each system.

A partial list of customers now drying *hardwoods* in MOORE KILNS.

Ask them what they think of Moore's System

ABELES, CHAS. T. & Co.	Little Rock, Ark.
ASHEBORO CHAIR CO.	Asheboro, N. C.
ATHENS TABLE CO.	Athens, Tenn.
BOICE HARDWOOD COMPANY	Hartford, Tenn.
BOLZ COOPERAGE CO.	St. Louis, Mo.
E. L. BRUCE COMPANY	Memphis, Tenn.
BURGE MANUFACTURING CO.	Houston, Texas
BUTTERS LUMBER COMPANY	Boardman, N. C.
CAROLINA WOOD PRODUCTS CO.	Asheville, N. C.
CARR LUMBER COMPANY	Pisgah Forest, N. C.
CASE FOWLER LUMBER CO.	Macon, Ga.
GEO. R. CHEVES & SON	Pulaski, Va.
CROSSETT LUMBER CO.	Crossett, Ark.
CYPRESS LUMBER COMPANY	Apalachicola, Fla.
DALTON FURN. CO.	High Point, N. C.
DAYTON VENEER & LUMBER MILLS	Dayton, Tenn.
DIXIE FURNITURE CO.	Lexington, N. C.
DREXEL FURN. CO.	Drexel, N. C.
T. H. DUNLAP HARDWOOD CO.	Sardis, Georgia
ELIZABETHTON FLOORING CO.	Elizabethton, Tenn.
ELKIN FURNITURE CO.	Elkin, N. C.
THE FAIRBANKS CO.	Rome, Georgia
FREEMAN SMITH LUMBER CO.	Millville, Ark.
C. & O. LUMBER COMPANY	Oakland, California

MANSFIELD HARDWOOD LBR. CO.	Winfield, La.
HICKORY CHAIR MFG. CO.	Hickory, N. C.
IDEAL TABLE CO.	High Point, N. C.
JELICO LUMBER CO.	Jellico, Tenn.
JOHNSON CITY LBR. & MFG. CO.	Johnson City, Tenn.
KEYSTONE TABLE CO.	Johnson City, Tenn.
SELLS LUMBER & MFG. CO.	Johnson City, Tenn.
JEROME H. SHEIP, INC.	Mobile, Ala.
KELLOGG LUMBER COMPANY	Fondale, La.
SOUTHERN HARDWOOD LUMBER CO.	New Orleans, La.
STATESVILLE CHAIR CO.	Statesville, N. C.
STATESVILLE FURNITURE CO.	Statesville, N. C.
STATESVILLE WOOD PRODUCTS CO.	Statesville, N. C.
TROPICAL OIL CO.	Cartagena, Columbia, S. A.
TWIN CITY HARDWOOD CO.	St. Paul, Minn.
SOUTHERN LUMBER & MFG. CO.	Nashville, Tenn.
WM. S. WHITING	Johnson City, Tenn.
WILLINGHAM TIFT CO.	Atlanta, Ga.
WILLIAMS BROWNELL P. M. CO.	Asheville, N. C.
WEST VIRGINIA TIMBER CO.	Orange, Virginia
VOTH HARDWOOD COMPANY	Voth, Texas
J. D. BASSETT MFG. CO.	Bassett, Virginia
YOUNGS BAY LUMBER CO.	Astoria, Ore.
HODGE-HUNT LUMBER CO.	Hodge, La.

Two plants manufacturing dry kiln equipment exclusively.

Write our nearest office.

MOORE DRY KILN COMPANY

"Kiln Builders Since 1879"

JACKSONVILLE, FLORIDA

NORTH PORTLAND, OREGON

possible maximum and the product in best condition. Uniform dryness in a lumber pile cannot be obtained unless the air circulation through this pile is of sufficient volume to fill all of the passages surrounding each course of boards and each board, and of sufficient intensity to overcome the friction resistance to its movement through these passages. Unless the circulation within the respective lumber piles is uniform, the heat supply to the lumber cannot be uniform, neither can the moisture removal from the lumber surface be uniform. The drying within the piles will therefore be uneven, certain portions drying faster, others slower, and the drying time will be lengthened.

It is true that this condition may also obtain in some of the compartment kilns, and that it may be modified, or accelerated, by good or poor piling.

The length of time necessary to dry any lumber is controlled by several conditions, which may be enumerated as follows:

(a) The rate of transfusion of the moisture from the interior of the wood to its surface when exposed to the maximum safe temperature. This rate varies with the species and to some extent with heart and sapwood of the same species.

(b) The proper schedule of permissible drying temperatures, since the rate of transfusion increases with temperature increase.

(c) The thickness of the lumber, or rather the distance through which the moisture must pass.

(d) The condition of the surface fibers and extent of any previous case hardening. Method of sawing, quarter or flat.

(e) The initial moisture content of the wood and the desired final moisture content—in short, the amount of moisture to be removed.

(f) Structural peculiarities of the wood, and its ability to resist rupture under unequal shrinkage stresses.

(g) The continuity of the drying operation, without interruption, under the schedule selected, with due consideration of the conditions a to f.

(h) And last, but by no means least, the previously mentioned uniformity of the heat supply to, and moisture removal from, all of the boards in each pile. This can be accomplished only by an ample and uniform air-circulation over all lumber surfaces in the kiln. This air-circulation must be ample in volume and ample in velocity, and its temperature and relative humidity must harmonize with the schedule requirements.

Concerning Relative Humidity

The relative humidity of the air circulating over the lumber controls the absorption by the air of the moisture which the heat causes to transfuse from the interior to the surface of the wood, and there to become vaporized. The greater the relative humidity of this air, the slower will it absorb additional moisture, and vice versa. It is through the regulation of this relative humidity of the circulating air that the kiln operator is able to control, and slow up, or speed up, as the case may require, the rate of removal of the wood moisture from the surface of the lumber, and thus protect it against case hardening and consequent loss.

This air-circulation, which has just been discussed, must not be confounded with the so-called "ventilation" of the kiln. The air-circulation does all of the heat and moisture carrying to and from the lumber, while the "ventilation" may be concerned only in removing from the kiln the proper portion of the moisture which the "circulation" has absorbed from the lumber surfaces, by expulsion of a certain amount of this moisture laden air, with simultaneous substitution of an equal amount of drier fresh air. Each of these performs a distinct duty, and it is by careful adjustment of the amount of ventilation which the operator permits that he is enabled to maintain that relative humidity of the kiln air which is necessary to restrict (or slow up) the moisture absorption from the surface of the lumber and thus to protect it against the evils of rapid surface drying.

In any kiln, the Moist Air Fan Kiln and the Tiemann Water Spray Kiln alone excepted, the air circulation through the lumber piles is caused and controlled by the difference in the gravity of the air entering and leaving the lumber.

In the Moist Air Fan Kiln the air circulation through the lumber is forced in positive manner by the fan, and in the Tiemann Water

Spray Kiln it is induced and accelerated by the action of the water sprays.

Since the gentleman making the inquiry stated his unfamiliarity with dry kiln problems, the writer deemed it necessary to present the foregoing explanation in the simplest and most understandable form.

In the opening paragraph of the inquiry it is stated that the drying of the lumber would have to proceed at a "certain rate." This the writer interprets to mean "large quantities to be dried at the fastest practicable speed, compatible with good quality of product at minimum loss."

Now, quantity of output simply means kiln capacity and organization of the drying operation, and this would remain the same in either case, progressive or compartment system. We have already discussed the drying speed and the conditions which control it. These can hardly be altered, and must hold good in any kiln.

Circulation Efficiency Means Success

The important variable, therefore is the "circulation through the lumber piles in the kiln." *All other things being equal, the kiln with the best circulation will do the most satisfactory drying in the least practicable time*, because it will insure uniform drying and will prevent a condition frequently found where certain portions of the lumber in a pile lag considerably behind in drying, because these portions happen to be less favored by the air circulation than the rest and thereby are holding back the entire kiln charge.

But in no kiln, no matter how good its circulation, can we dry the lumber any faster than its moisture transfuses from its interior to surface.

The more direct from the saw the lumber can be brought to the kiln without much exposure to sun and wind, the better will be the kiln output, if proper attention is given to all other necessary and herein stated conditions.

Summing up on basis of the foregoing explanations, the writer would advise against progressive kilns and in favor of compartment type kilns for hardwood drying. Also, for endwise piling and against cross-piling. Endwise piles should be about seven feet wide with center chimney, thus giving the lateral travel through the sticker spaces between adjoining courses of boards not more than three to three and one-half feet.

(This Discussion Will Be Continued June 25—Editor)

Why Lumber Is Steamed During Kiln Drying

The Forest Products Laboratory is now enclosing in its correspondence a slip of paper with the following information:

"From the questions asked by numerous students taking the short courses in kiln drying at the Forest Products Laboratory, Madison, Wisconsin, it is evident that many who operate kilns and handle lumber do not understand the object of steaming lumber in a kiln. There seems to be a common impression that the purpose of steaming lumber is to "remove the sap." This is far from being the fact, for when lumber is steamed it takes on moisture, as a rule, instead of giving off anything.

"The reason for steaming lumber during drying depends on when it is done, but nearly always the treatment is given for one of the following purposes: (1) to heat lumber through quickly at the start; (2) to relieve stresses which otherwise would produce checking, casehardening and honeycombing; (3) to equalize the moisture content and condition the lumber ready for use at the end of the run; (4) to kill fungi and insects in the wood.

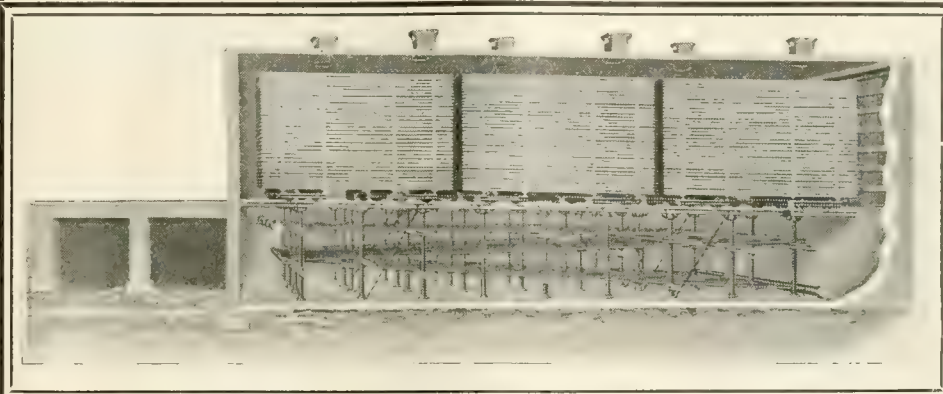
"When lumber should be steamed, how long the treatment should last, and what temperature should be maintained are points which have been determined at the Forest Products Laboratory by tests on many species of wood. A thorough understanding of the steaming operation is essential, because the whole kiln charge can easily be ruined by too severe a treatment. One of the chief needs of many commercial kilns is proper steaming facilities, without which a high degree of success in the artificial seasoning of wood is impossible."

Moore's Famous Moist Air Kilns

The natural circulation in MOORE'S compartment kiln is supplemented by live steam sprays, which follow the same lines and work in harmony with the natural circulation. An even temperature and circulation is thus assured.

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COMPARTMENT TYPE

These kilns are as nearly automatic as it is possible to build dry kilns. They represent the concentrated study of "since 1879."

Send for an illustrated catalogue, describing both Progressive and Compartment type of kilns. Let us tell you what we have done for others

JACKSONVILLE, FLA.

MOORE DRY KILN COMPANY

NO. PORTLAND, OREGON

"KILN BUILDERS SINCE 1879"

Walnut Men Talk Business and Play Golf

The American Walnut Manufacturers' Association met in Cincinnati, June 7 and 8, as the guests of Max Kosse of the Kosse, Shoe & Schleyer Company, and president of the Walnut association, for a business meeting and the annual spring outing and golf tournament. The forenoon of the first day was devoted to the business session, at which time consideration and approval were given national publicity plans for the next year.

These plans involve an enlargement and extension of the general publicity, making known the fact that genuine walnut in lumber and veneer is available in large quantities. It also includes the further directing of attention toward the many desirable characteristics of American black walnut as a furniture and interior cabinet wood. George N. Lamb, the secretary, reported on the results obtained from the walnut exhibit made at the Better Homes Exposition in various large cities in the Middle West and the East.

These walnut exhibits were very successful in the interest created, and an average of 30,000 people in each city stopped to obtain additional information on walnut. Very interesting statistics were collected showing the high esteem of the general public for walnut as a furniture wood.

Consideration of traffic problems, both on logs and lumber, was the other principal subject for reports and discussion. The scattered sources of logs, the long hauls to mills and the long distances to many consuming centers make this a vital matter, especially in marketing low grades of walnut lumber. Another important action was the establishment of a walnut veneer section, which will consider the problems of the walnut veneer manufacturers.

Lamb and Knight Tie as Golf Champs

The afternoon of the first day and the entire second day were devoted to the outing at which golf, at the Hyde Park Country Club, was the principal sport.

The championship of the association, decided by medal play at 54 holes, resulted in a tie between W. W. Knight and Secretary George N. Lamb. It is understood that the tie will be played off in a private match in the near future. This match was for the president's cup.

The handicap event was captured by J. N. Penrod, with an allowance of thirty strokes. This event was at the mercy of Mr. Kosse (allowance forty), until the last hole, where he dubbed a brassie into a deep gully and took fifteen strokes to get out. The play in this event was for the vice-president's trophy.

The scrap between the right and left handers resulted in a crushing victory for the right handers, V. L. Clark and J. N. Penrod winning the match five up on the fourteenth green, the vanquished port siders being W. W. Knight and R. E. Pickrel.

The Trans-Mississippi championship was taken in a neat manner by George S. Shanklin, Messrs. Penrod, Pickrel and Clark being the victims of a combination of Shanklin's good shooting and high handicap.

The low score for 18 holes was captured by Secretary Lamb, three birdies aiding materially in the completion of a low score. Mr. Knight furnished hot competition in this event.

Minigus and Shanklin Lock Horns

The novice putting contest was a hot battle between Bert Minigus

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association had necessarily been held up by the adverse Supreme Court decision, and that they were now endeavoring to put themselves in full accord with the law as judicially interpreted and to obtain public endorsement of their bona fides. He said his association was using the rules of the National Hardwood Lumber Association, with which they were in complete harmony. These rules were simple, but there was room for improvement.

W. L. Saunders of Cadillac, Mich., speaking for the Michigan Hardwood Manufacturers' Association, expressed the opinion that hardwood grades are now well defined and recognized and that dimensions are necessarily determined by the demand and the log.

Horace F. Taylor of Buffalo said that he thought the hardwood men had already gone a long way toward general standardization, as 95 per cent of their product was in accordance with the rules and specifications of the National Hardwood Lumber Association, and that at its June meeting his association would undertake to standardize selling as to terms and practices, and would fall in line for grade marking if generally decided upon.

Southern Millmen Form Huge Corporation to Export Red Gum Lumber and Veneers

Representatives of 24 firms, controlling 500,000 acres of timber lands and operating fifty band mills in the southern alluvial region of the lower Mississippi valley, met in Memphis May 18, and organized the Delta Lumber Export Corporation under the Webb-Pomerene act to push the sale of gum lumber and veneers in overseas markets. Charter for the company, taken out under the laws of Delaware and carrying a capital stock of \$500,000, was received in Memphis Monday.

R. L. Jurden, of the Penrod-Jurden Company, Memphis, was elected president; R. J. Hackney, first vice-president; W. R. Satterfield, second vice-president; W. B. Chapman, secretary, and W. E. Hyde, treasurer.

These officers, with James E. Stark, S. M. Nickey, R. C. Stimson, E. B. Norman and Sam Thompson, constitute the executive committee. They are also members of the governing board. The following, however, were also elected as members of the board: Mark H. Brown, J. F. McIntyre, W. A. Ransom, H. B. Weiss, Max Miller, J. G. Brown, Fred K. Conn, W. H. Howe, M. Neely, R. M. Carrier, Joseph Newburger and William L. Barr.

Mr. Jurden has agreed to divide his time between the affairs of the corporation and those of his own firm.

Headquarters of the corporation are at 1336-37-38 Bank of Commerce building, Memphis.

The corporation plans to launch an immediate aggressive campaign for the sale of gum lumber and veneers in overseas markets. Oscar Peschardt, Copenhagen, Denmark, has already been chosen as continental sales manager, while A. Antoniou has been selected as sales representative for the United Kingdom. He will open offices in London at once. Other agents will be chosen as rapidly as possible.

Those interested in the new company are:

Mark H. Brown Lumber Company, Brown & Hackney, Inc., Gayoso Lumber Company, George C. Brown & Company, Nickey Bros., Inc.; James E. Stark & Company, Inc.; Chapman Dewey Lumber Company, May Brothers, Anderson-Tully Company, Penrod-Jurden Company, Stimson Veneer & Lumber Company, and Delta Hardwood Lumber Company, all of Memphis; J. F. McIntyre & Sons Company, Pine Bluff, Ark.; Paepcke-Leicht Lumber Company, Chicago and Memphis; Miller Lumber Company, Marianna, Ark.; Holly Ridge Lumber Company, Louisville, Ky.; W. P. Brown & Sons Lumber Company, Louisville, Ky.; Bayou Land & Lumber Company, Yazoo City, Miss.; Howe Lumber Company, Helena, Ark.; Howe-Neely Lumber Company, Helena, Ark.; J. V. Stimson Hardwood Company, Huntingburg, Ind.; Carrier Lumber & Manufacturing Company, Sardis, Miss.; Barr-Holaday Lumber Company, Louise, Miss.

National's Silver Anniversary Program Announced; Record-Smashing Attendance Indicated

With the date (June 22 and 23) of the twenty-fifth annual, or "Silver Anniversary," convention of the National Hardwood Lumber Association but a month away, the indications are clear that it is going to be the greatest trade convention in the history of the industry. The unprecedented interest being shown not only in the hardwood lumber industry, but by the members of the many industries using hardwoods promises a smashing of all records in the matter of attendance. The Sales Code proposition alone is expected to bring out a record-breaking number of hardwood buyers and consumers. Besides this important business the program is such as to attract the widest attention. On the afternoon of June 22, the first day of the convention, the Hon. Henry J. Allen, governor of Kansas, will deliver an address, and he will be followed by Herbert C. Hoover, secretary of commerce. On that same afternoon Axel H. Oxholm, chief of the lumber division, Department of Commerce, will address the convention.

On the morning of June 22 the convention will be called to order by Horace F. Taylor, president, who will deliver his annual address. The report of Frank F. Fish, secretary-treasurer, will then follow.

On June 23, the second and last day, the report of committees on officers' reports will be delivered as will also the report of Charles N. Perrin, chairman of the Inspection Rules Committee.

In the afternoon of this day the important Sales Code proposition will be carried to the floor of the convention when Earl Palmer, chairman of the Sales Code Committee, will read the report of the committee.

After this report has been made it will be open for discussion and following the discussion and disposal of the question, the convention will proceed to hear the report of the resolutions committee and to elect officers and directors for the ensuing year.

In the evening of each of the two days of the convention the association will provide elaborate entertainment for the members and their guests. Thursday evening, June 22, the association will tender a complimentary banquet and select entertainment in the Gold Room, Congress Hotel, to members and invited guests. The dinner will begin at 7 o'clock. In the same room at 7 o'clock the next evening, June 23, the association will give a dinner and smoker with music and vaudeville.

The convention will be held in Chicago at the Congress Hotel and Secretary-Treasurer Fish wants to impress upon the members the fact that the entire program, both business and entertainment, will be conducted on daylight saving time. He urges the members to regulate their watches accordingly and be on time.

Delta Floods Subsiding; Conditions Yet Unfavorable for Hardwood Production

Mississippi River is falling rapidly from Cairo, Ill., south to Greenville, Miss., and it is falling slowly from that point south to New Orleans. The fall above Greenville has been more rapid than expected, but, south of Greenville, where the heavier holdings of hardwood timber are located, the rate of fall has thus far proven extremely slow. But, even so, the feeling appears to be quite general that the end of flood conditions is definitely in sight and that the greatest flood in the history of the lower Mississippi Valley will soon be a thing of the past.

This does not mean, however, that there is to be immediate resumption of hardwood logging or manufacturing operations. Owing to the rapid fall in the territory tributary to Memphis, logging will be generally resumed within the next ten days to two weeks. But in the area below Greenville, it will be at least three to four weeks before the lowlands will be dry enough to admit of logging operations. Indeed, manufacturers in Memphis, with timber holdings in southern Mississippi, southern Arkansas and northern Louisiana, agree that they will be fortunate if they are able to secure enough logs by

July 1 to permit them to start up their machinery on that date. Given favorable weather, this is regarded as probable. If, however, further rains occur, the date of resumption will be still further postponed.

It is estimated that mills in the Memphis territory are cutting hardwood lumber at about 33 per cent of normal capacity, but it is likewise estimated that those in territory further south are cutting no more than 15 to 20 per cent of normal. As a result, the loss in production incident to flood conditions is placed at 2,000,000 to 2,500,000 feet a day. Actual loss in operating time on the part of mills now idle is placed at 60 to 70 days—counting the time already lost and that which will be lost before normal operations may be resumed—and it is quite clear from these figures that the quantity of lumber placed on sticks during this period represents but a small fraction of what it should be.

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mittee spoke on the various elements that make up railroad maintenance. J. H. Tucker of the Andrews Manufacturing Company, Andrews, N. C., told about the qualities of different woods when used as ties. He said that oak ties are the best for logging railroads when they are available. The maintenance of locomotives was discussed by G. Bruce Kittle of the Lima Locomotive Works, Lima, O. Steam valves should be inspected regularly, Mr. Kittle said, in order to determine whether the locomotive is operating properly. D. G. Manges of the Babcock Lumber & Land Company, Maryville, Tenn., talked on railroad construction, curves and general factors entering into construction. Mr. Manges contended that elevation in the construction of a railroad was established for no other reason than for speed. The more elevation in a curve the more accidents will occur, he continued. Others who participated in this discussion were: J. J. Lumm, President Norcross, Mr. Gaskill, Andrew Gennett and Mr. Curtin. Mr. Gaskill said that from his experience he did not believe that an eight per cent grade was safe on the main line of a logging railroad. However, he said, he believed that it could be worked to an advantage on a spur line.

The final subject placed before the meeting for discussion was that of "Skidding Logs by Steam and Team." E. A. Gaskill acted as chairman of the meeting while this was discussed.

Mr. Gaskill, who has given this phase of the logging industry considerable study, submitted a cost sheet on an operation of his company at the head of Pigeon River, near Sunburst in Haywood County, N. C. The sheet contained figures which represented the cost of skidding logs with overhead cableways, three machines during 1921. Mr. Gaskill said, however, that these three machines in the first three months of this year pulled to the track 5,828,631 feet of logs at a cost of \$5.73 a thousand feet. At this point he said that steam skidding with cableways is just as practical for a small operation as for a large one. Andrew Gennett of the Gennett Lumber Company, a member of Mr. Gaskill's committee, said that lumbermen should first ascertain the yield per acre of the territory they contemplate entering and the character of the location before they decide on using steam or team for skidding purposes.

John F. Shea of Shea Brothers, Knoxville, Tenn., discussed the types of horses suitable for logging purposes, their feed and care. The qualities and care of cables was discussed by Mr. Manges of the Babcock Lumber & Land Company. Following this Mr. Gaskill read a paper prepared by R. P. Moore of the Parsons Pulp & Lumber Company, which pointed out that the ground good for team skidding is scarce, much scarcer than a few years ago.

A Cordial Invitation

During the silver anniversary convention of the National Hardwood Lumber Association in Chicago at the Congress Hotel, June 22 to 23, HARDWOOD RECORD will have headquarters in the "English Room" on the convention floor at the Congress. Representatives of organizations consuming hardwoods and hardwood lumbermen are cordially invited to make this room their headquarters while at the convention.



...on the Sturtevant fan circulation principle.

"Yellowwood, being the most abundant indigenous wood, has been placed foremost on the seasoning program. A quantity of 212 cubic feet of falcate yellowwood was received from the Transkei forests. The green logs were sawed into 1½-inch boards and immediately afterwards placed in the fan kilns. The load was subjected to a drying temperature of 130° F. to 175° F. with humidity varying from 30 to 100 per cent and was steamed at intervals to relieve case-hardening stresses. In 16 days the wood dried from 70 to 7 per cent moisture content. Since then a further quantity of yellowwood has been seasoned and no matter how the boards are cut, flat or deep, there is no warping and cracking. This is most satisfactory."

A South African Report

Note that the green lumber was immediately placed in the fan Kilns.

Note also that in sixteen days it was ready to ship; no tied up capital here.

And further, "no matter how the boards are cut, flat or deep, there is no warping and cracking."

Catalog 282 is full of interesting information and data on lumber drying; a copy will be mailed you free on request.



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PUTS AIR TO WORK

**HIGH HUMIDITY
DRY KILN**

THE KILN WITH A CIRCULATION YOU CAN UNDERSTAND

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Michigan Mill Men Will Aid Hoover

Members of the Michigan Hardwood Manufacturers' Association, in special session at the Statler Hotel, Detroit, May 18, instructed their delegate to the Hoover conference on Standardization and grade marking of lumber to offer and give their co-operation in working out practicable measures both for simplifying lumber sizes or grade and tally marking for the protection of the buyer. The association wants the Government to understand that its attitude toward the conference is most friendly and that it wants to contribute whatever it can to the improvement of conditions in the lumber industry.

During the careful discussion of the objects of the conference, the Michigan manufacturers agreed that tally marking of carload shipments is practicable and comparatively easy of accomplishment, but they also conceived that grade marking is a more complex proposition, involving mechanical and other difficulties. So far as standards of construction lumber are concerned, they believed that they would have little influence in determining standards, because of the overwhelming influence of Pacific Coast fir and Southern manufacturers, whose production of construction lumber is so vastly larger than their own output of hemlock.

The association will be represented by W. L. Saunders of Cadillac, who was asked for by John W. Blodgett, president of the National Lumber Manufacturers' Association, who at the request of the Government selected the lumber delegates to the conference. Mr. Saunders advised the members that these standardization and grade marking propositions can not be ignored. He believed that Secretary Hoover is giving lumber manufacturers an opportunity to correct uneconomic and evil conditions in the lumber industry, and that if they do not take advantage of the opportunity they may expect to have "pure lumber" legislation adopted, which will involve more drastic methods of accomplishing what they may effect of their own volition.

The discussion of grade marking, that is, of hardwoods, brought out several interesting phases of the problem. The opinion was expressed that it would be expensive to grade mark each board, and the members speculated on whether it would be best to stencil the grade on the board or press it in with a stamping machine. Then the idea was advanced that it would not be necessary to grade mark all lumber shipped; that is, when a mill ships stock directly to a consumer there would be no need for grade marking, because the lumber would not be handled by a third party, and there would be no opportunity for the mixing and juggling of grades, as is given when lumber is handled by a middle man before reaching the consumer. The larger industrial user's own inspection would guard against any duplicity on the part of the mill shipping direct to him. The question was raised as to how honest grade marking at the mill might be assured at the mill, and members wondered if it would be necessary to maintain a National inspector at every mill.

In advancing these ideas the participants in the discussion did not assume that wholesalers in general are given to dishonest practices nor that the manufacturers of lumber are without fault or blemish. Neither did they admit that the rank and file of lumbermen are any worse than the rank and file of any other class of human creatures; but conceded that the lumber industry, like all other human institutions, has its imperfect and evil elements.

Conditions Notably Improved

The Michigan millmen assembled at their Detroit meeting in a much more cheerful frame of mind than they have enjoyed for two years. Their discussion of conditions developed that during the past month or so there has been a marked improvement in demand for lumber. Prices of both soft and hardwoods have made substantial advances and they are now firm or advancing. The automobile industry has again swung into capacity production and has been

purchasing large quantities of hardwoods. The unusual country-wide building activities have resulted in marked increase of demand from that quarter. Stocks of the upper grades of hardwoods (those most in demand) are relatively light and altogether the situation is most favorable for the lumbermen. F. O. Barden of Boyne City, president of the association, who presided, said that he believed conditions have improved ten per cent all around in the past few weeks. In his report to the meeting, J. C. Knox, secretary, said: "Conditions surrounding the lumber market, as well as that of other industries, have improved considerably within the last thirty days. The shipments during the past four months (that is, Michigan hardwood and hemlock) have exceeded shipments of the first four months of 1921 by nearly twenty-five million feet."

The question of advertising maple jointly with the Northern Hemlock and Hardwood Manufacturers' Association was brought up by W. N. Wrape of Bay City, chairman of the publicity committee, and he read a telegram from O. H. Swan, secretary of the latter association, suggesting a joint meeting of the committee of the two associations at an early date. He read a wire to Mr. Swan naming May 25 at 9 a. m. at the Congress Hotel in Chicago as the date and place of the meeting.

Mr. Wrape was selected to represent the association at the Sales Code conference of the National Hardwood Lumber Association in Chicago on June 21.

The lumber valuation questionnaire, which the state of Michigan is sending to the lumber manufacturers of that state, was discussed by Mr. Wrape. This questionnaire is sent out under Section 148 of the General Tax Law of the state and is for the purpose of checking assessments on lumber outfits. It requests in great detail valuation on logs, lumber and woods and mill equipment. It must be answered by May 24 and Mr. Wrape urged the members to give it their careful attention.

In a discussion of the boom for John W. McClure of Memphis for president of the National Hardwood Lumber Association, the members expressed themselves favorable to this choice.

It was agreed that the next quarterly meeting will be held on June 22 in Chicago at the Congress Hotel at 9 a. m., just prior to the opening of the first morning's session of the National's twenty-fifth annual convention.

Knox Explains Effort to Reduce Rates

Secretary Knox had the following to say relative to the move to secure reductions in rates on hardwoods from Michigan points to the lumber markets of the country:

One thing we are particularly interested in, and that is to obtain a reduction in our railroad freight rates which are on an extremely high basis and should be reduced to a basis somewhat in keeping with the times. In order to get our needs before the Interstate Commerce Commission it was necessary to intervene in the Southern Rate Cases, and your secretary appeared in Washington April 28 in your behalf, and we endeavored to get into the record the needs of the Michigan Hardwood Manufacturers' Association and Michigan shippers for reduced rates as compared with other territories in sharp competition with us.

Our Michigan freight rates are on an abnormally high basis, and if you have been following the complaint of the Michigan Traffic League the last few weeks at Lansing you will have been shown the necessity for a complete revision of the Michigan Class and Commodity rates, especially do these rates affect the northern part of the lower peninsula of Michigan.

A Correction

In connection with the announcement of the organization of the Clinch Valley Lumber Company and the resignation of Frank R. Gadd, as manager of statistics for the American Hardwood Manufacturers' Association, for the purpose of becoming general manager of the new company, it was stated in the May 10 issue of *HARDWOOD RECORD* that the headquarters of the new organization would be at "Fort Blackburn, Va." This should have read "Fort Blackmore, Va."

HOLLY RIDGE HARDWOODS

**BRANDED
HR****Gum Oak Ash Elm Cypress**

HOLLY RIDGE LUMBER CO., comparatively speaking, is a new corporation—one that started on a small scale and has enjoyed constant growth. Organized in the early part of 1915 with one Band Mill, we have grown until today we are among the largest producers of hardwoods in this country, operating four large Band Mills with an annual capacity of 40,000,000 feet, principally Gum, with three railroads penetrating our 100,000,000 feet of virgin stumpage.

This achievement, we believe, has been due:

First: To our many satisfied customers.

Second: To our homogeneous organization.

Third: To our present and future belief in the lumber industry.

BAND MILLS**HOLLY RIDGE, LA.****ST. LANDRY, LA.****MONROE, LA.****MEEKER, LA.****BRANCH SALES OFFICES****DETROIT, MICH.****BALTIMORE, MD.****KANSAS CITY, MO.****INDIANAPOLIS, IND.****HOLLY RIDGE LUMBER CO.****INCORPORATED****Main Office: LOUISVILLE, KENTUCKY**

Bulletin

Hardwood Industry Shares in 10 Percent General Rate Cut

The general reduction of freight rates, ordered by the Interstate Commerce Commission on May 24, will afford considerable relief to the hardwood lumber industry according to brief interpretations of the decision received by Hardwood Record at the hour of going to press. The rate cut is approximately 10 per cent on all commodities, except agricultural products. Interpreted in terms of hardwood lumber this means an average reduction of \$1.50 a thousand under the schedules obtaining in August, 1920. J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, stated over long distance telephone from his office in Memphis. When reached late in the afternoon of May 24, Mr. Townshend had not yet had opportunity to make a complete analysis of the effect of the cut on Southern hardwood freight rates, but believes the reduction would run 2 to 5½ cents a hundred on lumber from southern points to the East and North, and from 1 to 2 cents a hundred on logs. He is preparing a bulletin of rate changes, based on this reduction, which will be distributed within a day or two.

Clubs and Associations

Southwestern Mill Men Hold Rousing Meeting in Lone Star State

Considerable interest was stimulated among the Texas hardwood manufacturers by the holding in their midst Wednesday, May 17, of the regular monthly meeting of the Southwestern Hardwood Manufacturers' Club at the Bender Hotel, Houston. The meeting was taken into the Lone Star state at the express wish of H. G. Bohlssen, of Ewing, Texas, president, for the purpose of stimulating enthusiasm among the manufacturers of that portion of the Southwest. From indications at the meeting this purpose was amply accomplished.

The meeting began with a luncheon at the Bender Hotel at 12:15 p. m. and the program, which lasted throughout the afternoon, was featured with a number of inspirational addresses delivered by leading hardwood lights from the Lone Star state and elsewhere. These addresses were filled with optimism over the immediate outlook for the hardwood situation. Approximately a score of leading manufacturers was in attendance, all being from Texas except C. J. Coppock, former club president and president of the Cybur Lumber Company, Cybur, Miss.; George Schaad, Jr., club secretary, New Orleans, and Ben Johnson, of the Mansfield Hardwood Lumber Company, Shreveport, La.

For genuine optimism the May meeting of the Southwesterners at Houston literally ran riot. The future was, indeed, painted with a brilliant hue and the product was an outlook better than has existed in the hardwood market at any time since the roseate days of '19. Some of the speakers, who claimed to have made a special study of economic conditions, professed with all confidence to see in the not far distant future prospects and possibilities rivaling, if not quite equalling, the boom days of three years ago.

Among such speakers may be mentioned W. W. Wallace, general sales manager of the South Texas Lumber Company, Houston, who based his optimism upon what he described as unequalled progress in the lumber market within the past fortnight; Ben Johnson, of the Mansfield Hardwood Lumber Company, Shreveport, who averred conditions are certainly better now than at any other time since 1919; Phil Ryan, of the Phil A. Ryan Hardwood Company, Lufkin, Texas, who professed to see in the improvement an unprecedented extent of territorial distribution and inquiries coming from practically all parts of the United States. President Bohlssen, also, was optimistic.

George Schaad, Jr., secretary of the club, gave a general outline of the rate situation, predicting further substantial reduction in rates before long on both lumber and logs. He also buoyed the manufacturers up with respect to the excessive port charges at New Orleans and was authorized by them to continue his good fight for a \$3 per thousand feet rate for terminal charges at the country's principal lumber port.

The next meeting of the club will be held at New Orleans Lumbermen's Quarters on the first Wednesday of June which falls on the 7th.

Exporters Meet Day Prior to National's Meeting

The semi-annual meeting of the National Lumber Exporters' Association. It was decided last week, will be held on June 21 at the Congress Hotel

in Chicago, Secretary Harvey M. Dickson has announced. This date was chosen because it falls on the day just previous to the annual meeting of the National Hardwood Lumber Association at the same place, so that by getting to Chicago a day ahead of the annual, hardwood men who belong to both organizations can take part in the deliberations of the N. L. E. A. It is desired especially at this time to bring out a large attendance of the N. L. E. A. because several matters of importance are to be acted upon. One of these is the election of a successor to Frank Tiffany, the foreign representative. Mr. Tiffany has handed in his resignation, to take effect on October 1 next, this step having been made necessary by the state of his health.

Another matter of importance to be taken up is the report of Gustave A. Farber, foreign resident of the Turner-Farber-Love Company, of Memphis, Tenn., chairman of the committee which was named to confer with the Liverpool Timber Trade Association and the Timber Trade Federation of the United Kingdom on the proposed form of contract.

Hoo-Hoo Day Started in Chicago; Concatenation Planned

"Hoo-Hoo Day" has been established by S. F. D. Mefley, vicegerent snark of northern Illinois and secretary-manager of the Lumbermen's Association of Chicago. He recently announced that this day, each Thursday, will be observed at the headquarters of the Chicago Lumbermen's Association at 11 South La Salle street as Hoo-Hoo Day, and the club will be prepared to serve luncheon to the members of Hoo-Hoo in northern Illinois.

Some interesting program will be prepared for each of the days and every Hoo-Hoo in the entire country is cordially invited to participate.

The next concatenation of the order will be held by the Northern Illinois Chapter at the Chicago association headquarters on the evening of May 25. An effort is being made to initiate 100 "kittens."

Lumbermen Golfers of Chicago to Hold Tourney June 20

Rain or shine, the Lumbermen's Golf Association of Chicago will hold its sixteenth annual tournament on Tuesday, June 20, at Olympia Fields, near Chicago. The association will have the use of one course in the forenoon and another in the afternoon, and the contenders can play all day over different courses, with luncheon at the club and a big dinner and entertainment in the evening, after which prizes will be awarded. This list of prizes has always been large and valuable and the record will undoubtedly be maintained in the current tournament.

This tournament is always one of the outstanding events of the year among Chicago lumbermen as well as many others who travel far to test their skill against the local stars. There are always a large number of skilled players on hand.

The directors of the association recently selected a new secretary-treasurer, Robert Cousin, secretary of the C. H. Worcester Company, 19 South La Salle street, Chicago. Mr. Cousin succeeded Richard Gebhart, who was elected secretary-treasurer at the last annual meeting but who since then changed his business, making it necessary for him to resign.

With the Trade

Thornton Dies as Result of Gun-shot Wound

As the result of the accidental discharge of a gun which he was cleaning, Edward Loren Thornton, a Chicago lumberman for over thirty years, died at Grant Hospital, Grant Place, Chicago, on Sunday, May 21. Mr. Thornton lingered five days before his death, having been wounded on Tuesday, May 16, at his home at 2244 Lincoln Park West, while cleaning the gun, a small calibre rifle, prior to departing on a hunting trip to Hollister, Mo.

Mr. Thornton had a national reputation as an expert buyer and seller of lumber and had engaged in important lumber manufacturing and selling projects since his early manhood. His most recent undertaking was the organization of the National Lumber & Timber Co. and the Thornton-Vanlandingham-Cook Lumber Co. in the winter of 1920-21.

In his immediate family Mr. Thornton is survived by his widow, Mrs. Elsie Fawell Thornton, and three children.

Mr. Thornton was born in St. Lawrence county, New York, November 16, 1864.

Bruce Is Installing Additional Kilns

The E. L. Bruce Company is adding two Moore Moist Air Progressive Dry Kilns, 176 feet long, at its hardwood flooring plant at Memphis, Tenn. The new kilns will be completed the early part of June.

New Furniture Company

The Mosley and Hibbler Furniture Company will manufacture furniture at Kansas City, Kansas, it having recently been incorporated with a capital of \$100,000, by G. F. Hibbler, O. M. Jackson, E. W. Mosley, W. M. Scoot and A. J. Herrod.

Ten Million Dollar Cooperage Merger Effectuated

The Pekin Cooperage Company of Illinois, which controls the Pekin Cooperage Company of Texas, Louisiana and Pennsylvania, as well as the Chickasaw Cooperage Company and other allied interests at Memphis and New Orleans, has become a member of the Securities Cooperage Company, according to announcement made May 19 by Walker Wellford,

of Memphis, vice-president of the first named organization.

The Securities Coöperage Company is a holding company pure and simple. It is capitalized at \$10,000,000 and is incorporated under the laws of Delaware. Other member companies are: Ozark Coöperage & Lumber Company, St. Louis; Sandusky Coöperage Company, Sandusky, O.; J. D. Hollingshead Company, Chicago.

Member companies have the privilege of exchanging their stock for stock in the holding company. The member companies, however, conduct their business separately. The consolidation thus effected is, in substance, virtually identical with that of the United States Steel Corporation.

The affairs of the holding company are administered by four trustees, composed of one representative from each member company, as follows: F. S. Charlot, Ozark Coöperage & Lumber Company, St. Louis; H. G. Herget, Pekin Coöperage Company, New York; L. C. Hollingshead, J. D. Hollingshead Company, Chicago; and H. R. Huntington, Sandusky Coöperage & Lumber Company, Sandusky, O.

George H. Chapman, Prominent Lumberman, Dies

One of the best known men in the northern hardwood lumber industry, George H. Chapman, second vice-president and general manager of the Northwestern Lumber Co., of Stanley, Wis., died at a hospital in Eau Claire on May 9, following an operation for appendicitis. For over two decades Mr. Chapman had been active in the management of the Northwestern Lumber Co., and contributed largely to the development of that company, which for a long time was among the biggest lumber organizations in Wisconsin. Mr. Chapman took a prominent part in association affairs, being especially prominent in grading rules work. For several years he was a member of the inspection rules committee of the National Hardwood Lumber Association, and for years had been chairman of the Bureau of Grades of the Northern Hemlock and Hardwood Manufacturers' Association. He was president of the Northern Hemlock and Hardwood Manufacturers' Association in 1907 and secretary of the Hardwood Lumber Manufacturers' Association of Wisconsin for a time.

Big Car Order Placed in Memphis

The American Car & Foundry Company, at Memphis, will build 1,500 to 2,000 cars for the Southern Railway, according to announcement by C. A. Price, resident manager. Work thereon will begin in about 60 days and will be completed in two months thereafter. In the meantime, this plant is working at full capacity and is giving employment to 1,100 to 1,200 men. It is enjoying greater activity than for several years. It is building 100 cars for the Mobile, Gulf & Northern Railroad, and it is also doing a great deal of repair work for the Alabama & Vicksburg and the Vicksburg, Shreveport & Pacific roads.

Lamb-Fish Companies in Hands of Receivers

The Lamb-Fish companies at Charleston, Miss., the one controlling the vast timber land in the vicinity of Charleston, Miss., and that operating the band mill and other woodworking enterprises at that point, are in the hands of a receiver, according to information received in Memphis within the past few days. This is the result of a suit brought against the Lamb-Fish interests by W. B. Burke, former vice-president and general manager of the Lamb-Fish Hardwood Company, and of inability on the part of these interests to raise sufficient money with which to pay their current taxes.

There was formerly a single corporation—the Lamb-Fish Lumber Company—at Charleston, serving as both the timber-owning and lumber manufacturing units of the enterprise. During the depression following the tremendous break in lumber values in 1920, two separate corporations were created, one to control the timber holdings and the other to conduct the hardwood manufacturing operations. William Wilms, of Chicago, was made president of the latter in the interest of Chicago bankers.

It is stated that the companies are solvent and that, if they are forced through liquidation, there will be at least \$1,500,000 for distribution among the stockholders.

Moved to Corry, Pennsylvania

The general offices of Haniel Clark & Son, Inc., have been moved from Union City to Corry, Pa. The extensive expansion of the business made it necessary for the company to locate its general office force where it would be in closer touch with its operating force at the company's concentration yard, planing mill, dry kilns and flooring plant at Corry.

One Blower Company Absorbs Another

The International Blower Company, Inc. of Hartford, Conn., has purchased the entire business of the Connecticut Blower Company, also of Hartford, including the machinery, tools, stock, equipment, etc., and have removed these purchases to the International Blower Company's factory.

Carrier Suffers Broken Arm

R. M. Carrier, president of the American Hardwood Manufacturers' Association and head of the Carrier Lumber & Manufacturing Company, Sardis, Miss., is suffering from a broken arm. The injury was sustained some days ago, when a motor car on which he was riding ran off a trestle on the Sardis & Delta Railroad. M. B. Cooper and the general manager of the road were fellow passengers, but both escaped unhurt.

This is the second accident sustained by Mr. Carrier within less than a year. He had his hand cut by a saw some months ago and he was laid up for quite a while because of infection of the wound.

Trust Company Buys Dix Outfit

The Dix Lumber Company of Terre Haute, Ind., which passed into the hands of a receiver several months ago, has been sold to the Terre Haute Trust Company for \$21,150. The trust company was one of the largest creditors of the defunct company and the sale is said to have been made to protect its interests. All tangible property is now out of the hands of the receiver, as the holdings, with the exception of stock, were included in the sale. Included in the purchase are the buildings and machinery and a large tract of timber land in Martin county, Indiana, which was used as a source of supply when the mill was in operation.

Rates Reduced from Louisville

J. S. Thompson, manager of the Louisville division, Southern Hardwood Traffic Association, reports that the Louisville & Nashville, C., N. O. & T. P., C., C. & O. and Tennessee Central railroads have agreed to publish through rates on lumber originating on their lines and moving to C. F. A. and Buffalo and Pittsburgh territory on basis of rates in effect prior to advance of August 26, 1920, plus advance prescribed by the Interstate Commerce Commission in Docket 12995, filed by the Southern Hardwood Traffic Association.

This will result in a net reduction of two to four cents a hundred pounds in lumber and will be of considerable benefit to the milling-in-transit shippers at Louisville in rehandling. Tariffs are now being published and rates will go into effect in about sixty days.

Christian Loetscher Ends Long Career of Success

The death of Christian Loetscher, president of the Farley & Loetscher Manufacturing Company, Dubuque, Iowa, at the age of 72, on Wednesday, May 10, closed a career of unusual success and usefulness, accomplished through thrift, industry, courageous self-confidence and a real ability. Mr. Loetscher is another of those sturdy lads of the Old World who found the old civilization cramping to his ambitions and ventured out to make his way in America. He was born in Switzerland and came to this country at the age of eighteen, having in the meantime served an apprenticeship in his father's carpenter shop, where he learned the trade of a cabinet maker and wood turner.

After landing in New York Mr. Loetscher traveled down the Atlantic coast, crossed the Isthmus of Panama and made his way up the Pacific coast to San Francisco, where he went to work at this trade. He pursued this occupation at various points in California until he became foreman of a small planing mill at Vallejo, Calif. In 1872 he gave up this job to go to Dubuque to marry Miss Mary Loetscher, daughter of Tobias Loetscher, a resident of Dubuque. Miss Loetscher was from Switzerland like himself, and they had been schoolmates in the hamlet of San Antonia, Canton Gräubünden, in the Swiss Alps.

After marrying, Mr. Loetscher remained in Dubuque, where he went to work at his trade. After a few years he went in business for himself, and with others, about 1875, established and built up the great organization of which he was so many years the head and directing genius. In 1875 the little plant out of which the present day Farley & Loetscher Manufacturing Company grew employed ten men. Today this organization employs nearly a thousand men and maintains fifteen salesmen on the road. It is rated as one of the very largest sash and door and exclusive millwork organizations in the entire country.

Mr. Loetscher played a prominent part in the church and civic affairs of Dubuque in addition to the devoted service he gave his business. He established a family which is a tribute to the proud Swiss stock from which he came. He is survived by his widow, Mrs. Mary Loetscher, and five sons and three daughters; also by twenty-four grandchildren. His sons are John A. Loetscher, secretary and manager of the Farley & Loetscher Manufacturing Company; Dr. F. W. Loetscher, professor of church history in Princeton Seminary; and Emil C. Benjamin T. and Arnold E. Loetscher, all of Dubuque and active in the business established by their father.

Dominion Company to Erect Implement Stock Plant

The Massey-Harris Company of Canada is planning to erect a \$250,000 plant at Pine Bluff, Ark., for the manufacture of woodstock for farming implements, according to a statement issued by Maj. J. A. Gill of that firm, who has been spending some time recently in that city. This company owns enough timber in the territory tributary to Pine Bluff to last it for 25 years. It is now having the necessary trackage built to the site of the proposed plant, which has already been selected. The Massey-Harris Company is to Canada what the International Harvester Company is to the United States.

New Box Plant in Sight for Memphis

The American Box Company is conducting negotiations in Memphis for a six and one-half acre site for a plant to be used in the manufacture of crates for the shipment overseas of automobiles. W. M. Brockenbrough, secretary-treasurer of the company, spent some time in Memphis early in May in the interest of his firm. It is understood that if the site is secured the company will build a plant costing from \$50,000 to \$75,000 and giving employment to 35 to 40 men. The crates will be shipped to Detroit and other automobile centers in knocked down form. Low grade lumber, which has been one of the most difficult items to handle successfully by southern interests, since the general advance in freight rates, will be largely used.

American Black Walnut

Our Specialty

LUMBER } ALL GRADES AND THICKNESSES
3/8" to 16/4"
We have a goodly supply on hand at all times. Our Band Mill is in daily operation cutting Black Walnut exclusively. Let us figure on your requirements.

STRAIGHT OR MIXED CARS

Prompt, Efficient and Courteous Service

VENEERS } 1/28" SLICED WALNUT VENEER
Our flitches are especially selected for obtaining quality wood—Special attention to color.

THE KOSSE, SHOE & SCHLEYER Co.

Home Office: Lock Box No. 18, St. Bernard

CINCINNATI, OHIO

AGENTS IN ALL FURNITURE CENTERS

Offices: Baltimore, Md.; Jamestown, N. Y., and
Grand Rapids, Mich.

Represented in Chicago, Rockford, Ill., Detroit, Kitchener, Ont., Can.
New York City and San Francisco

Hardwood Man Sells Country Estate

Joseph Natwick, of the hardwood firm of J. Natwick & Co., of Baltimore, Md., who not long ago purchased "Briarfield," the country residence of former Postmaster Sherlock Swann, paying, according to report, \$100,000, has sold the estate to Mrs. Nannie R. Jackson, widow of Elihu Jackson, former one time governor of Maryland and largely identified with the lumber interests of this city and state. It was supposed that Mr. Natwick intended to occupy the place as his residence.

Wife of Theodore Rechten Dies

Mrs. Rechten, 57 years old, wife of Theodore E. Rechten, well known lumber dealer who has yards and mills in Evansville, Ind., and in other towns in southern Indiana and western and northern Kentucky, died at her home in Evansville on Wednesday, May 17. Her death was sudden and was due to organic heart trouble. Mrs. Rechten was one of the best known women in Evansville and was a member of the Church of the Assumption. She is survived by her husband and one daughter.

Lumberman Ends Long Career

George B. Hunting, who had been with the James Lumber Company and its predecessors, the N. W. James Lumber Company and Henry James & Co. for a matter of seventy years, died May 11 at his home in Baltimore at the age of 84 years. He was born in Boston, but came to Baltimore when a boy and at the age of 14 entered the employ of the late Henry James, the father of Norman and Charles I. James, both of whom are prominent in the lumber trade. The father was a pioneer in the business and amassed considerable wealth. At the time of his death Mr. Hunting was vice-president of the company. His fidelity to the interests of his associates and his courtesy were almost proverbial. He acted for years as treasurer of the Baltimore Lumber Exchange and is survived by two daughters. His health began to fail after he received news in 1918 that his only son had been killed in the war in France.

Ward F. Brown Dies on Return from Europe

Much regret has been expressed over the death of Ward F. Brown, who was largely interested in the Brown-Bledsoe Lumber Company, of Baltimore, Md., wholesalers and exporters of hardwoods. Mr. Brown passed away at the Jefferson Medical Hospital in Philadelphia, on May 11, having been taken ill while on a trip to Europe, receiving treatment for a time at the American Medical Hospital in Paris. He was received in the latter institution on April 11, but failing to show improvement, he was brought to New York and at once conveyed to Philadelphia, dying two days after his arrival. His malady was an enlargement of the glands, which was declared hopeless from the first. Mr. Brown was born 52 years ago at

Bills Mills, Pa., and graduated from the State Normal School there. In course of time he engaged in the lumber business near Punxsutawney, where he remained until 1906, when he became interested in timber in West Virginia, and changed his field of operation to that State. In 1911 he acquired a timber tract in North Carolina, making his home at Escota, where he conducted a sawmill until the timber supply became exhausted in 1921. Just about that time the mill was destroyed by fire, and because of the small amount of stumpage remaining, the plant was not rebuilt. Subsequently he became interested in the Brown Bledsoe Company. On February 11 last he sailed for an extended European trip, intending to combine business with pleasure.

Commission Grants Transit Extension

The Interstate Commerce Commission has granted carriers in southern and southwestern classification territory authority to publish, on one day's notice, tariffs providing for an extension of three months on rough material tonnage expiring during the months of May, June and July, according to announcement made by the Southern Hardwood Traffic Association.

This organization requested a six months' extension on rough material tonnage, but the commission has granted only a three months' extension. Furthermore, the commission has so restricted its ruling that it applies only to tonnage which has not been the subject of a previous extension.

Most of the carriers in the territories in question are affected.

Reconsignment Charges Reduced

Charles Bourne, assistant general freight agent of the Missouri Pacific at Memphis, announces that the charge of reconsigning car load lots of lumber after June 10 will be \$3 instead of \$7 per car, as at present.

Prepared to Supply Quality Hardwoods

The Pearl River Valley Lumber Company, with modern band mills at Canton, Miss., and Hammond, announces unusual facilities for supplying hardwoods of known quality. They have approximately three hundred million feet of standing timber located on the Pearl River, consisting of oak, gum, ash, elm and poplar, the major portion of which is white oak and red gum. Their two modern eight-foot band mills have a daily capacity of 70,000 feet. In connection with these mills they have installed a soda dipping vat which keeps their lumber bright and free from stain. They have one of the most modern hardwood yards in the South, which has been built on scientific lines suggested by engineers in order to permit making full use of the best air circulation. J. A. Pease, well-known and practical hardwood man, has supervision of the production and sales of this company, and his many friends will be pleased to hear of his success.

Some Face Veneer Questions

There are some interesting and live questions today about face veneer. Among these questions is that of waste in trimming and fitting, and that of the advisability of the average veneer user buying his face veneer cut to specified dimensions.

The other day the writer cut in on a discussion between a veneer salesman and a panel factory superintendent on this very matter, and afterwards asked the veneer salesman a lot of questions about waste in face veneer and the problem of selling veneer users on face stock cut to specific dimensions.

The salesman in this case was a man of wide experience and was selling walnut face veneer. He had been discussing waste and the comparative prices on straight run veneer and veneer cut to specific dimensions, so he was asked if he could give a specific answer to the question of how much face veneer goes to waste in the process of using.

He said a specific answer was not practicable in a broad sense, because the waste varied with different kinds of veneer and different uses. He found that it varied all the way from 30 per cent up to 70 per cent. Also, he said that in most cases the veneer users seldom recognize, or are willing to admit, that their waste in face veneer runs as high as it does. Moreover, he contended that if he should go to a veneer user to sell him face veneer and tell him that he might figure on it running to 50 per cent waste the chances were he would spoil his sale because the veneer user would jump to the conclusion that the salesman was offering him a lot of ragged veneer that would run too high in waste. For this reason he found the question one he had to handle with gloves.

He gave it as his opinion that the better plan for most of the face veneer used would be for the furniture and panel factories to buy the veneer cut to specific dimensions. His reasons for this then was that the veneer producer is in a better position to trim out and match up the veneer and utilize some of the waste than the individual user. Also, it means a saving in freight as well as a saving in time for the user.

User Depreciates Dimension

The trouble with this idea is the same as the trouble in selling dimension stock in solid lumber. The average user wants to get clear dimension cut to specific sizes at a price somewhere near what he would pay for log run. In a word, he doesn't want to pay for quality plus the work of cutting to specific dimension. If quoted a price on log or flitch run veneer, say of 12½ cents a foot, then the salesman tries to sell him the clear stock cut to specific dimension at 25 cents, or double the log run price, the veneer user generally goes up in the air and refuses to buy. Yet frequently that same veneer user, when using his veneer, trims off half of it in the process of matching up and fitting, and actually doubles the price of his veneer in this round and adds to it the cost of trimming, jointing and matching up.

Back of it all is the lack of realization on the part of veneer users of the amount of face veneer which goes to waste. They assume that they are using a lot of their waste, which they do at times. They take cuttings from the matching up of large panels and make smaller pieces for other uses and this helps some. In the final analysis, however, the waste in face veneer is likely to run around 50 per cent and in special matching for figure may even run higher than this. The consequence is that many a man's face veneer is costing much more than he thinks it is, and if there was a full realization of this there would perhaps be more buying of veneer cut to specific dimensions at the veneer plant.

Economy Sacrificed to Beauty

This applies perhaps more specifically to the average run of figured veneer. There are crotches and special figures which prompt veneer users to prefer to buy the whole flitch and do their own assembling and matching. There are some veneer users who have men in the veneer room with a talent for assembling and

matching veneer to get striking and unusual figure results. Then it is more a matter of developing artistic features than of economy in veneer. Then, too, the waste so far as getting the original match-up is concerned may run as high as 70 or 75 per cent. Some of the trimmings will be utilized for small work, and anyway the waste is justified by the superiority of the results obtained. The point to it all, however, is that too often the veneer user does not realize how small a percentage of his face veneer is actually utilized.

As explained by this salesman, one reason why there is no more enlightenment on the point of waste in face veneer is that the salesmen themselves, who gain quite a lot of knowledge of these things in their rounds, naturally hesitate to talk about and to emphasize the heavy percentage of waste because the chances are the talk will handicap their own sales. It will create some impression in the mind of the buyer that the veneer they are offering is out of line and will not yield as much in the way of good cuttings as it should.

It is about time for the veneer users themselves to do a little more checking up on this matter of the amount of face veneer actually utilized and the amount which goes to waste. A careful follow-up of this matter might lead to better utilization, and, anyway, it will lead to a better order of enlightenment, and probably some revision of cost figures as well as a clearer understanding of how to buy veneer and the relative value of log or flitch run and of face veneer cut to specified dimensions.

Purchases White Oak and Poplar

The Evansville Veneer Company of Evansville, Ind., has closed a deal for all white oak and poplar timber on the last tract of the noted Rowan timber land on Rough river in Ohio county, Kentucky, a few miles southeast of Evansville. Henry Riggs, representative of the company, closed the deal for his company. The timber will be cut and shipped to Evansville and sawed into veneer.

Evansville Furniture Plants Nearly Back to Pre-War Basis

The large furniture factories at Evansville, Ind., are being operated steadily and in some instances they are running on practically a pre-war basis. Many of the factories received large orders at the last furniture market held in Evansville during the first week of April, and these orders have enabled the manufacturers to keep their plants busy and they are looking for a very good business for the next several months. The outlook is now better than it has been for some time past. The Evansville manufacturers will give another market some time during the coming fall and plans for this market will start within a short time. Chair, desk and table factories at Evansville are being operated on very good time. The problem of the unemployed at Evansville is becoming less intense each week and manufacturers believe that it is only a question of time until trade conditions become normal again.

Karges and Wertz Made Bank Officials

Alfred F. Karges, president of the Karges Furniture Company at Evansville, Ind., has been elected president of the Mercantile-Commercial bank of that city to take the place of C. Howard Battin, who resigned to enter another line of business. Daniel Wertz of the Maley & Wertz Lumber Company has been elected president of the board of directors of the bank to take the place of Mr. Karges.



American Walnut Booth at Buffalo Better Homes Exposition

American Walnut Displayed at Better Homes Shows

Patrons of "Better Homes" expositions throughout the country are being instructed by the American Walnut Manufacturers Association in the beauty, durability and widely diversified utility of walnut lumber, veneers and plywood, by means of cleverly arranged and handsome exhibits of walnut products, which have been prepared under the direction of Geo. N. Lamb of Chicago, secretary-manager of the association.

Mr. Lamb has already exhibited in Kansas City, Buffalo, Philadelphia and Baltimore (was in Baltimore the first week of May) and will show the exhibit later in Detroit and at better homes shows in other large cities of the country. Literally hundreds of thousands of people have viewed the exhibits in the various cities visited and they have attracted attention wherever shown.

This publicity has been carefully organized and at each place Mr. Lamb has been on hand, with several assistants, to pass out literature and explain the virtues of walnut to the thousands of men and women who, while going through the better homes shows, paused at the American Walnut booth. Speaking of the interest manifested in the exhibits, Mr. Lamb declared that those who have viewed them seemed to be particularly impressed with the various handsome panels shown in finishes which displayed to best advantage the natural beauty of the wood. Next, the public evidenced an almost unanimous desire to be instructed as to just how to identify real walnut.

The exhibit which illustrates this article was made in Buffalo and is typical of those made in other cities. Each of the dozen panels shown is different from its fellow and reveals the wide range of standard types of walnut figured panels commercially available. Among the types represented may be mentioned plain rotary, several types of sliced stripe wood, showing various kinds

of figure and matching; matched stump wood, and several types of figured rotary. The beautiful panel in the center of the back wall of the exhibit is a highly figured matched panel such as is used in piano fronts. The fantastic panel to the right of this center panel, exemplified some of the most attractive contrasting tones of brown to be found in walnut panels. The arrangement of the striking figures in this panel creates in the center of the panel the illusion of a "houn' dawg." It attracted a great deal of attention wherever shown.

On the floor in the back of the booth there are exhibited five different samples of walnut flooring, strips, ship decking, herringbone, blocks, basket weave and other parquetry flooring effects, which are extremely popular in show windows and also are considerably used in high class apartments and homes, where permanently dark-shaded flooring is desired.

The furniture group shown on the left are costly reproductions of Spanish antiques. The chair on the right-hand side and also the side table are of the Italian Renaissance style of most expensive construction. The chair is covered in hand-woven tapestry.

The collection of gun stocks shown to the left exemplifies the extreme dependability of walnut. The placard over the stocks says that "gun stocks are made only of walnut—the supreme test of a cabinet wood." The stocks shown were for sporting rifles, fancy shot gun stocks of figured crotch wood and a stock for the Enfield military rifle.

The small airplane propeller at the top of the booth also advertises the reliability of walnut, its strength and freedom from warping and shrinking. The airplane propeller placard says: "Airplane propellers must not fail. Walnut makes the best."



On the Back of Your Veneered
Toys and Panels
Means Guaranteed Quality

Daniel Webster
was a mighty solid citizen, yet
he was a staunch advocate
and user of veneered furniture

AND out at Sudbury, Massachusetts, at the old Wayside Inn, you may still see the desk at which Webster sat, and wrote, and thought. It is still there—intact as of yore. The desk was built of Plywood-Veneer, fortified and reinforced in its essential parts the same as the best construction of today. In fact, the great majority of the fine old furniture of the good old days was built, USING PLYWOOD OR BUILT-UP STOCK.

The plywood used in the desk belonging to Daniel Webster was no doubt made by the slow and careful hand process and it probably took a week of labor to accomplish

the building of one desk. Today, in a week's time the New Albany Veneering Co. can build the plywood for several thousand desks and can build it better too.

When you think of the BEST plywood, built as it ought to be, you should then remember that right here in New Albany is the plant that makes just that kind, and no other kind. The largest and most complete plywood plant in the world. Not in the U. S. merely, but in the world.

New Albany Veneering Company

E. V. Knight Plywood Sales Company
Sales Agents

New Albany, Indiana

Who's Who in Woodworking

FRANK O. ANDERSON

President
Empire Case Goods Company
Jamestown, N. Y.



THOUGH he was born in Sweden some fifty years ago, Frank O. Anderson, president of the Empire Case Goods Company of Jamestown, N. Y., came to America when a lad of sixteen and ever since has been a typical American, giving his full allegiance to America and American institutions, while holding in affectionate remembrance the land of his nativity. He went back to this distant Scandinavian land last summer, taking with him his 100 per cent American family to show them the old home site, where they spent some time visiting relatives and friends of his childhood days.

Mr. Anderson's first employment on coming to America was on a farm near Jamestown. But when he was twenty-one he went into the city and got a job in a furniture factory, where he soon, by his skill, energy and judgment, attracted attention. Some years later a bankrupt furniture factory fell into the hands of a local bank. Frank O. Anderson came forward and told the bank he could save their property and make good their loss. The management of the bank believed he knew what he was talking about and they told him to go ahead. He made good and in a few years the factory was his and all paid for. Under his management this once bankrupt institution began to grow and it is still at it

(Continued on page 43)



THE GOODS displayed in the wonderful show windows of the great store of Marshall Field & Co., at Chicago, are "backed up" by

American Walnut Veneer from the plant of the C. L. Willey Co.

Furthermore, all the Walnut Veneer in the entire Men's Building was supplied by the same company—a circumstance fully in keeping with the well-known high standards of Marshall Field & Company.

The beauty of this woodwork has been remarked by many.

Veneer & Lumber

Walnut

*American and
Circassian*

Mahogany
Quartered Oak
English Oak
Satinwood
Vermilion
Teak
Rosewood

And Many Other Foreign
and Domestic Woods



(1776)

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*

ONE SOURCE of supply for all the Veneers you use makes it practicable for you to place your orders so as to get carload shipments, thereby effecting a saving in freight, and avoiding the risk of damages in transit.

Avail yourself of these advantages—you will find at our plant such a variety of figure, in practically every kind of wood, as will surely meet your requirements.

And you will enjoy our promptness of delivery, as well as our service in general.

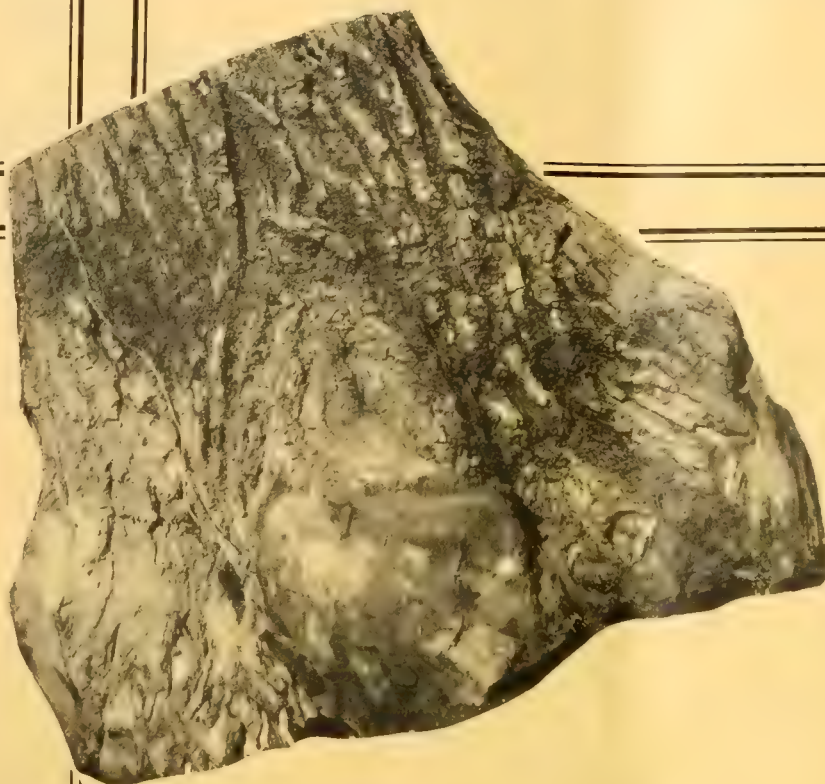
Samples gladly sent. Just let us know the general character of the Veneer wanted, and we will at once make careful selection of samples, from fitches on hand, and send them to you.

Anything we can do to assist you in finding any particular figure, will gladly be done. *Your* needs are of the utmost importance to you—therefore we give them our utmost attention.

**C. L. WILLEY
COMPANY**
2558 South Robey Street
CHICAGO

W. T. MOORE
110 Pearl Street
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Everett Hotel
Jamestown, New York

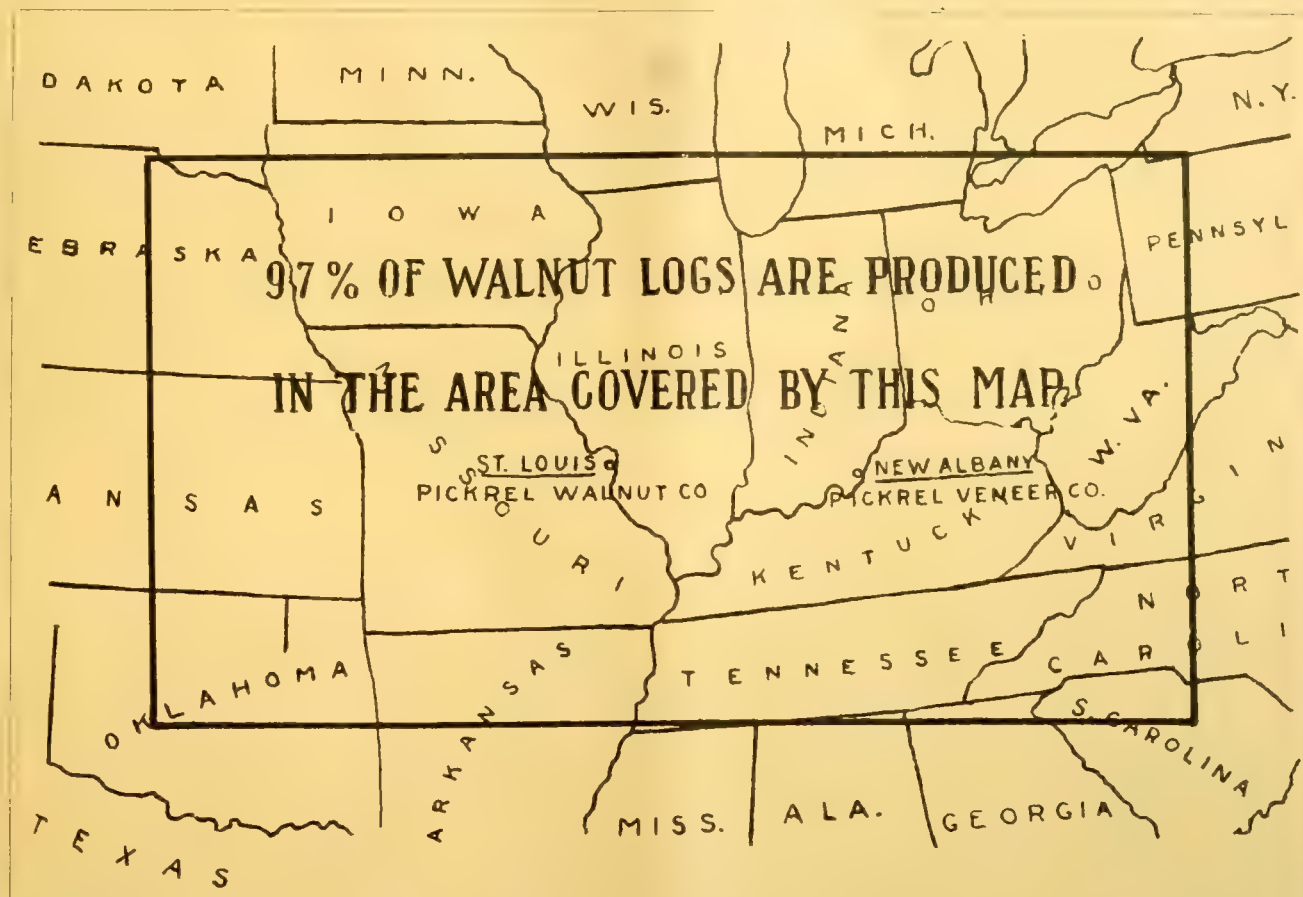


*Typical of the Sound
Stumps from Which
Our Veneers Are Cut*

97% per cent of the furniture buying public prefers American walnut because the wood excels not only in structural quality, but in the beauty of its endless variety of fanciful and fascinating figure effects. Because our location enables us to widely cover walnut's range of growth, the variety and completeness of our figured wood is traditional. Our constant reserve of 6,000,000 to 7,000,000 feet gives endless selection to discriminating buyers. The skilled and conscientious representation through which Pickrel veneers are offered to the cabinet trade insures the closest possible meeting of individual requirements. We are prepared to offer an exceptionally fine line at this time.

PICKREL VENEER COMPANY
NEW ALBANY, INDIANA

COLLECTION OF LOGS is the keynote of the Walnut Industry



HIGH FREIGHT RATES prohibit excessive hauls for walnut logs. But to produce a desirable selection and quality of lumber and veneers, a wide range of log supply is imperative. This map gives striking proof that through the strategic location of the Pickrel plants, buyers of Pickrel Walnut Lumber and Veneers are insured the pick of practically 100 per cent of the walnut region. Our product is offered on the market in line with lowest competitive prices.

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

Specialists in DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICHIGAN

Rotary Cut NORTHERN VENEERS

Members of
Maple Flooring
Mfrs.' Assn.

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers. We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring.

GET OUR PRICES

The Northwestern Cooperage & Lumber Company
Gladstone, Michigan

CHICAGO OFFICES:
812 Monadnock Block



The
MARK
of a
NEW
STANDARD
in
GLUE WORK

"CASCO-MADE"
goods are worth
more — IDENTIFY THEM.

Send for "CASCO"
Red Book — a
manual on Veneers, Panel-Making and Glue.

Samples of
"CASCO"
on request.

To enable users of

"CASCO" WATERPROOF GLUE

to derive full benefit from the fact that their products are manufactured with the strongest and best commercial glue in the world, we now offer—without cost to "CASCO" users—"CASCO" seals for pasting on "CASCO-MADE" articles. These seals are 2" wide and printed on white gummed paper in black and red. Where paper seals are not practical, we will be glad to furnish rubber stamps of the same design.

Write us how many seals or rubber stamps you can use.

THE CASEIN MANUFACTURING CO.

Largest and Longest Established Manufacturers
of Casein Products in America

15 PARK ROW

NEW YORK CITY

Branch Offices in Principal Cities

Bosse Estate Million and a Half

The will of Benjamin Bosse, mayor of Evansville, Ind., and at the time of his death president of the Globe-Bosse-World Furniture Company, who died at his home in Evansville, Ind., on April 4, was filed a few days ago in the probate court at that place. The value of the estate is estimated to be \$1,500,000. The estate was left in trust and will be managed by four trustees, of which Mrs. Anna Bosse, the widow, will be chairman. Gilbert Bosse, secretary of the Imperial Desk Company, and a nephew of the late mayor was named one of the trustees. Mr. Bosse also was left the sum of \$4,000 by the late mayor, while his mother was left \$1,000 under the provisions of the will. George E. Riechmann, manager of the Evansville Furniture Company, was left \$5,000. Several other bequests were left to the mayor's brothers, sisters and relatives on his wife's side. The mayor also made several bequests to charity and to the city of Evansville, as well as to the Trinity Lutheran church, of which he was a member.

Cincinnati Firm Is Developing Combined Radio Cabinet and Amplifier

Through experiments now being carried on by the Queen City Cabinet and Furniture Company, at its factory in Cincinnati, it is believed that Cincinnati will soon have something of interest to offer to radio fans of the country in the shape of a combined "loud speaker" and cabinet unit.

Otto Ackley, manager of the company, an expert in motors and cabinet work is experimenting with a new style of radio cabinet in which the receiving instruments and amplifiers are combined into a compact unit. Preliminary tests have shown that the cabinet as designed is practical, tones being brought out much clearer through the use of a wood sound box than is possible with a metal amplifier.

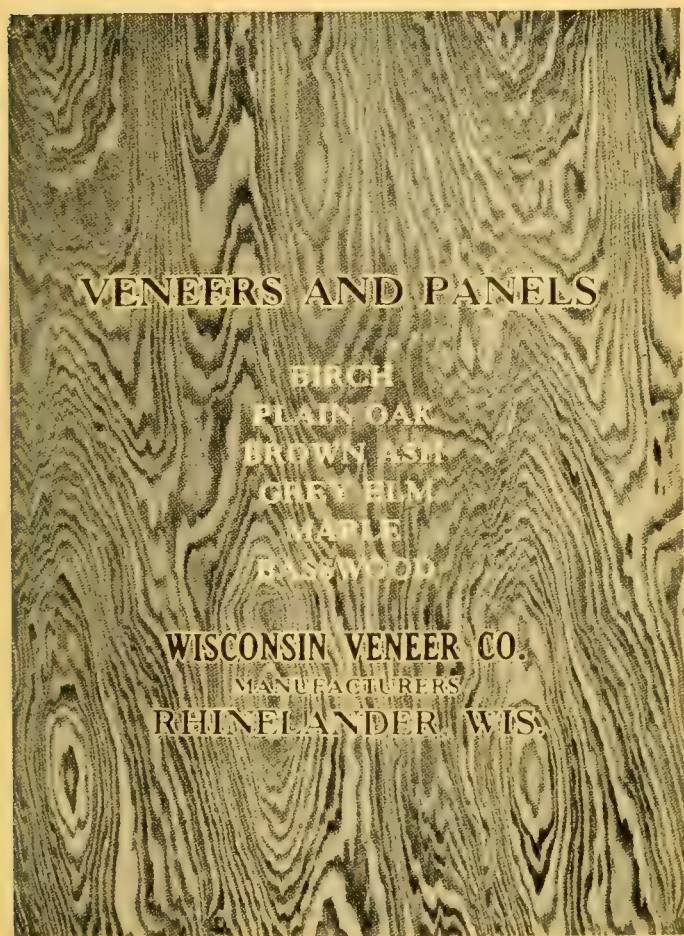
"Radio experts have advised me that there is a demand for a combination loud speaker and cabinet unit in radio and consequently I am working on this development," said Mr. Ackley. "By the use of a wood amplifying horn we are doing away with the scratchy sound caused by most of the metal loud speakers. Our experiments have shown that we are on the right track and they will be continued until we have reached perfection.

"We are planning a cabinet that will cost about the same as an ordinary loud speaker and after we have settled upon a design they will be made in six different models. By using wood in the sound box we are getting a clearer tone and have developed the sound box so that the sound can be thrown in a fan shape into all parts of the room with equal clearness. This is accomplished by extending the top and bottom of the cabinet. We can make a cabinet to fit any sort of room, the largest model being 18 inches long, 13 inches wide and 17 inches high.

Each cabinet will be equipped with a two-step amplifier making it possible to reproduce almost any sound clearly. As soon as we have developed the cabinet feature a little farther we will begin the manufacture of complete radio outfits and have the assurance of large electrical houses that if our efforts are successful we will have a wonderful market for our product."

The plant of the Queen City Cabinet & Furniture Company is being equipped with a great deal of improved machinery, for taking care of the extra demands upon it, the firm having a large wood working business. It constructs cabinets of all kinds and in addition has specialized in airplane work.

O. P. Perkins, sales manager of the Sellers Company, manufacturers of kitchen cabinets at Elwood, Ind., recently placed a radio set in his home in North Anderson street in that city. Soon after installing the set, he received from M. J. Sindler, Missouri representative of the company, through Dr. Charles Klinki of the St. Louis Radio school, an order by radio for the shipment of a carload of the Elwood product to a firm in that city.



(Continued from page 38)

lustily. By this time it has reached such husky proportions that the Empire Case Goods Company's plant is the largest furniture factory in a community of large establishments of this kind.

But Frank O. Anderson is more than a furniture manufacturer; he is a servant of the people of his city and section. Withal, he is full of life and of good nature; he wins and holds friends by the strength of his personality; he contributes liberally of his time, his talents and his money to the church and to every good cause in the city of Jamestown.

Jamestown owns a municipal water plant and a municipal lighting plant, managed by a commission. Ten or twelve years ago Mr. Anderson accepted appointment of the mayor as a member of the water commission. No salary is attached to the office; it is conducted for love of the city and its people. And yet during the past decade Frank O. Anderson has given as freely of his time and his executive ability to the management of this plant as he has to his own business. Under the stimulus of his direction the water system has been developed and practically rebuilt, and is recognized as the best managed municipal plant of any kind in the world. Recognizing his public services the common council of the city secured an amendment to the city charter uniting the water and electric light plants under the management of one commission, and Mr. Anderson was placed at the head of the two systems. What he did for the water plant he has also done for the lighting plant. Jamestown is furnishing electric lights for city purposes and commercial purposes at a lower cost than is recorded in any other American city where electricity is produced with coal burning furnaces.

Mr. Anderson is deeply interested in the Jamestown Manufacturers' Association, in the Furniture Manufacturers' exposition building of that city, and is at the head of the Jamestown Furniture Market association, all of which have felt the benefit of his wise judgment and his untiring energy. He has taken an interest

We Are Now Located
in our
New Fireproof Plant
at
717-723 Park Street

Increased facilities permit of carrying
a larger stock
of

Plywood and Veneers

For quick shipment in car and
less than car lots. Panels made
to your dimensions.

Write or Wire for Prices

Geo. L. Waetjen & Co.
MILWAUKEE, WISCONSIN

in the development of other manufacturing enterprises of the city, and with marked success. His latest move has been to head a syndicate, composed of furniture manufacturers, that has purchased the property of the First Presbyterian church at the busy corner of Third and Cherry streets, with the intention of erecting a large and well appointed hotel, of which Jamestown stands in need.

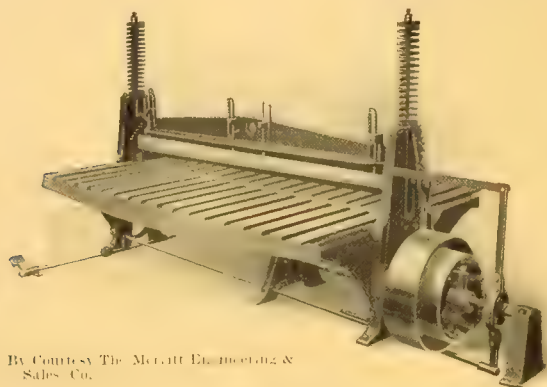
He is a public spirited citizen, whose heart feels and responds to the call of things that stand for the advancement of the best interest of the city of his adoption and the people of that city. Widely known as he is in the furniture trade, he is still better known by the people of Jamestown, by the boys on the street and the children in the public schools. There is nothing exclusive about Frank O. Anderson; he is a commoner of the very best American type, with a love in his heart for his fellowmen, and with a pocket-book that has no ironclad lock. A genial companion, he is a welcome guest in any company. With a vein of humor that is inexhaustible, he draws men to him for the love of companionship, and they are never disappointed.

The L. M. John Company of Rockport, Ind., has incorporated with a capital stock of \$10,000 for the purpose of manufacturing household furniture. The organizers of the company are Logan M. John, Henry J. Kersteins and Downy W. Kessner.

The Vernon Woodcraft Company has been organized at Indianapolis with a capital stock of \$25,000 for the purpose of manufacturing art goods and novelties. The men interested in the company are W. T. Sanders, Elmer S. Smith and W. T. Semon.

The Automatic Display Fixture Company has been organized at Indianapolis with a capital stock of \$50,000. The organizers of the company are W. J. Bethard, J. A. Nickerson, Asa E. Chambers, Newton L. Wann, Fred D. Bethard and Herbert Powell.

The Indianapolis Chair Manufacturing Company has extended the period of its corporate existence to fifty years from May 1, 1922.



By Courtesy The Merritt Engineering & Sales Co.

A Clipper Representing Modern Developments in Veneer Machines

(Continued from page 18)

Band saws have had other improvements than that relating to safety. Their motors were first belted from the floor, then belted on a bracket in a self-contained manner, then geared, then mounted by means of a coupling, and now we have the motor arbor band saw.

This may be as appropriate a place as any other to mention saw sharpeners. There has been a wonderful improvement in saw sharpeners. Most of the old hand filers and use of the hand gummers have been done away with in favor of the automatic saw sharpeners. The use of the automatic saw sharpener has become quite universal. Motor drive has been applied to the saw sharpeners in a self-contained manner. All belts have been guarded. They have, in sum, reached a high state of development.

For the grinding of knives, gouges, chisels, plane bits, and other woodworkers' tools, the grindstone has very largely given way to the oilstone grinder. These oilstone grinders are built with and without knife grinding attachments and they are now offered direct-driven from electric lamp sockets and in belt styles. This is a little development of the last twelve months, but it is appealing to the woodworker very rapidly. One institution recently purchased twenty-two of these, one for each of its shops. The oilstone grinders have all the advantages of the old style grindstone, that the cabinetmaker used to have on his bench, multiplied by all the advantages of any power tool. The oil is so introduced on the inside of the cup wheel as to penetrate on the inside of the wheel and it works its way out so as to keep the wheels constantly clean.

Emery wheels, or emery cones, are usually furnished with these oilstone grinders, so as to work on the inside of gouges and on tool grinding.

Knife grinders are now built with motor directly mounted on the emery wheel spindle or shaft.

Exhaust Systems of First Importance

No survey of improvements in furniture manufacturing equipment could claim to be even superficially complete without some consideration of the high development and importance of exhaust systems. Today no woodworking plant can really claim to be up-to-date unless it is equipped with an adequate exhaust system for removing the sawdust and shavings as fast as made by the machines. Modern high speed woodworking machines produce such tremendous quantities of refuse material that unless this waste material is removed as fast as it is made, it clutters up the machines and surrounding floor space, necessitating frequent stops to clean the machines and clear away the refuse. This results in lost time and increased labor charges. Also, where the chips are not removed by a suction system, they clog the cutters and this results in pitted stock.

The woodworking people are coming more and more to realize

that an efficient and economical exhaust system requires a careful study by experienced blow pipe men, and also, the power saving obtained by the use of high efficiency fans, together with a properly designed system, is a factor of tremendous importance in these days of close competition.

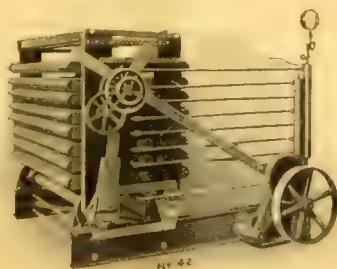
Improvements in Veneer and Panel Methods

There is one line of development in furniture manufacture which is of major importance, but which has not yet been touched upon, because of the desire to wait to take it up at such place as would permit of a more or less extended development. This refers to the matter of veneers and plywood and the machinery for the handling of them.

"The use of veneer and plywood in the furniture industry has had a wonderful development during the past ten years and equipment and processes for the manipulation of veneer have gone through a change equally as great," said L. G. Merritt, of the Merritt Engineering and Sales Company, Lockport, N. Y., in an article on "Notable Improvements Made in Handling of Veneer and Plywood During Last Decade," which appeared in *Hardwood Record* April 25. "For one thing," Mr. Merritt continued, "people in general have come to realize to some extent that without veneered surfaces it would be impossible to produce the expanse of figured wood we get now-a-days and the advantages of plywood as compared with solid lumber are now recognized. With this recognition has come new methods and new machinery for veneer and veneer work." It is a fact, that the use of veneers and plywood is one of the most characteristic and marked developments in modern American furniture manufacture.

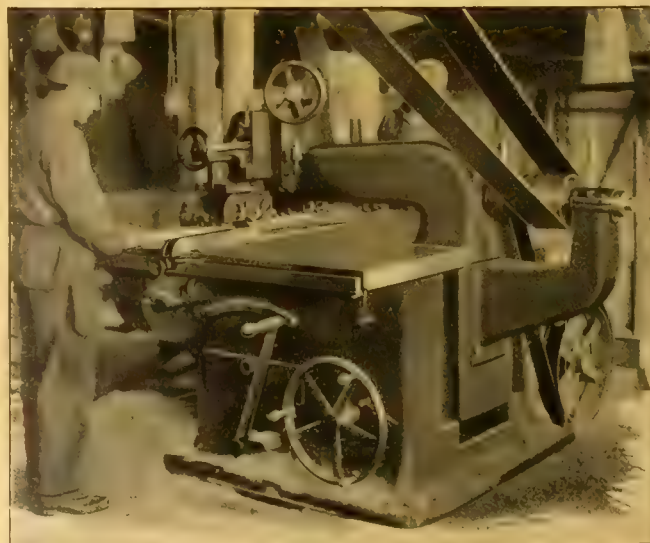
In the matter of glues alone marvelous strides have been made in the last decade, and the speed of the development was greatly accelerated by the World War. Due in great measure to experiments made during the war casein and other glues have been brought on the market which have proven to be more or less water resistant and which, therefore, maintain their holding power when exposed to a certain amount of moisture. There are highly improved vegetable glues, and albumen formulas which, with the casein glues, have largely usurped the field held ten years ago by the animal or hide glues. All these glues have contributed largely to the development of the improved present day methods of manufacturing furniture. As Mr. Merritt said in his article, "If it had not been for the ex-

(Continued from page 46)



By Courtesy The Merritt Engineering & Sales Co.

A Veneer Re-drier with the Modern "Breathing" Movement



By Courtesy Mattison Machine Works

A Late Model of the Chain Feed Ripper

LONG-KNIGHT LUMBER COMPANY

INDIANAPOLIS, INDIANA

WALNUT HARDWOODS

VENEERS

Mahogany, American Walnut, Quartered White Oak

MANUFACTURERS & WHOLESALE

HOW DO YOU DRY YOUR VENEER?

If you
haven't a

COE ROLLER VENEER DRYER

we venture the assertion that many times you have wished you did have one. There is no time like the present to gratify that wish and thus place your plant on a much more efficient basis and give an added quality to your product. If you are not familiar with the performance of this wonderful machine, write us for a list of users and investigate and you will be surprised to find what a handicap you have in being without one.

ALSO SEE THE NEW TWENTIETH CENTURY COE VENEER LATHE

In a short time now we will send you a new Clipper bulletin, in which you will find described our style L Clipper *with the automatic stop*

THE COE MANUFACTURING COMPANY, PAINESVILLE, OHIO, U. S. A.

Mengel Company Buys Otis Mill

The Mengel Company of Louisville, Ky., has contracted to purchase the plant of the J. S. Otis Mahogany Company, located at Tchoupitoulas street and Henry Clay avenue, New Orleans, to facilitate it in serving the trade.

As a part of the agreement arrangements have been made to custom saw all of the logs of the J. S. Otis Mahogany Company that will come out on their present contracts. Aside from this purely business arrangement, there is no mutuality of interests between the J. S. Otis Mahogany Company and the Mengel Company. The Mengel Company has no stock interests or interests of any kind in the J. S. Otis Mahogany Company.

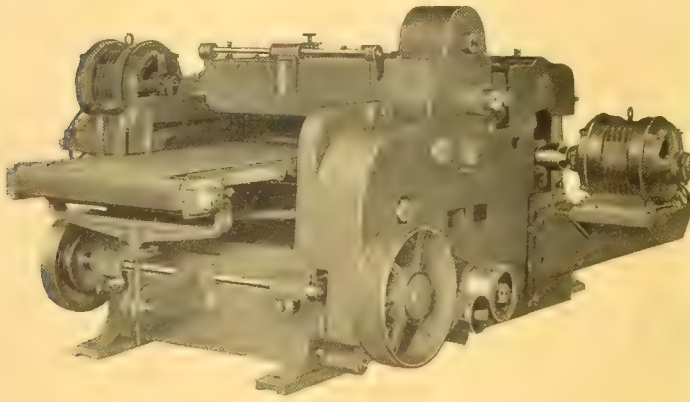
Dominion Furniture Plant Burns

Fire recently destroyed the big furniture plant and planing mill of McCall & Company, St. Williams, Ont., together with the dry

kiln and two large lumber sheds. A complete stock of lumber, chiefly hardwoods, also went up in the flames. The loss is estimated at \$175,000.

The Foreign & Domestic Veneer Company, Louisville, Ky., has recently completed very attractive veneer show rooms, on the twelfth floor of the Starks building, where it has its general offices. Some very fine specimens of mahogany, walnut, gum, oak and other veneers are on display.

J. J. Egan of the Wood-Mosaic Company, Louisville, Ky., was elected vice president of the Louisville Employers' Association at the recent annual meeting. This organization has as its purpose the settlement of labor arguments by arbitration, preventing passage of dangerous legislation, and keeping track of all union labor activities.



By Courtesy Baxter D. Whitley & Son, Inc.

Direct Motor Driven Double Planer of Latest Type

(Continued from page 44)

pansion in this direction, it is doubtful if the remarkable development in the use of veneer could have taken place, at least not to the extent it has."

Great improvements have been made in the dimensioning of veneers and plywood. Veneer clippers have been developed for both edging and cross cutting and the handling of veneer sheets on the clipper table is much more convenient than the old process of sawing.

There has been developed a veneer jointer, which is a tremendous improvement over the old "shooting board," and a considerable improvement also over the common method of the buzz planer for jointing veneers. In this jointer the veneer is clamped and held flat in a carriage which travels past the cutter. The cutter used is a special type of jointing saw. The edge of the table where the saw runs is beveled and as the saw runs close up against this beveled edge, with just the proper clearance, there is very little danger of chipping the veneer.

If a piece of waste veneer is placed on the outsides of the stock being jointed, perfect joints are obtained and the machine handles straight veneers, twisted veneer and butt joint stock with equal facility. The traveling carriage stops automatically according to the length of the stock being jointed. Then the operator throws in a clutch and the carriage returns to the loading point.

Veneer jointers are being manufactured embodying the most modern direct motor-driven, ball bearing developments, having no belts on them anywhere.

Improvement in Panel Squaring

An interesting recent development of veneer and panel machinery is an improvement over the method of squaring panels on a hand-fed machine. This is a continuous feed sizer, which will take a bunch of panels or loose veneer from 3 to 4½" thick, catch it between its upper and lower feed chains, carry the stock between the saws, cutting the two sides perfectly parallel. The off-bearer on this sizer then places the stock on the chain feed double cut-off saw, which cuts the panels to length from which they come perfectly square.

It is also a fact that laminated panels come through the press stuck together. Considerable time is lost in many factories by separating these panels before putting them across the ripping and cut-off saws, as the panels are generally stuck together from the glue dripping over the ends where it is squeezed out from under the veneer. All of this is cut off by the trim saws.

On one of these machines a manufacturer running veneer in loose bundles, 33 sheets of 1/20", averaged in a ten-hour day 137,000 lineal feet production, based on single veneers, and figured a saving in labor of about 33⅓ per cent in handling this stock over the old method of working it by hand.

Another valuable veneer and panel tool of quite recent development is an electric edge-veneer trimmer. This tool does its work in one-third the time taken by draw shave and rasp methods. The

projecting veneer is trimmed off perfectly uniform and smooth and there is no danger of "digging in." This tool weighs about fifteen pounds, has its motor built right in and will operate from any lamp socket.

It may be said with confidence that machinery for the manipulation of veneers and panels has kept pace in improvements with other classes of woodworking machinery.

The Process of Re-drying

Due to scientific studies of the nature and habits of veneers by independent engineers and experts of the Forest Products laboratory, as well as the continually cumulating experience of the practical handlers of this product, methods of handling it in the furniture factory have been greatly improved within ten years. One of the most important of these improvements is the wide recognition given to the practice of re-drying. In the article by Mr. Merritt, which has previously been referred to, he said that "ten years ago re-drying veneer was looked upon by a majority of furniture manufacturers as an unnecessary expense only resorted to in an emergency." Now the value of re-drying is almost universally acknowledged, and some producers of veneer even make this a condition of supplying veneer to a furniture or other woodworking plant, holding that without the practice of re-drying, the veneers can not be satisfactorily handled, thus causing them to be worried with needless criticism and blamed for conditions for which they can not accept responsibility.

Machines have been developed to meet the need of re-drying, in fact, the development of the machine preceded the common acceptance of the practice. One of the most useful of re-driers embodies the well-known "breathing" movement; that is, the hot plates are so arranged that they open and close frequently to expel moisture and allow shrinkage. This is accomplished by balancing one-half the plates against the other half, every other space being open and the alternate spaces closed. The open spaces permit the machine to be loaded and unloaded at the same time veneer is drying under pressure in the closed spaces. These open spaces also give the veneer time to warm up and become pliable under heat before the plates close up.

Modern conditions are causing a continual increase in the use of veneers and plywood in furniture manufacture and their employment so extensively has had an important influence on the methods of designers.

One of the very latest improvements in the handling of veneers and panels to receive attention from the furniture industry is referred to as "air conditioning." It has been discovered that plywood, veneer tops, etc., should not be subjected to varying degrees of moisture until protected by a coating of varnish or other substance more or less impermeable to moisture. To bring about the desirable uniformity of moisture conditions in the place where veneer products are stored and handled, ventilation engineers have designed systems which will produce a constant moisture condition. This development promises to attract increased attention.

Electrical Veneer Press

There has been recently developed and placed on the market an electrically operated veneer press machine, which is used for obtaining the pressure on the veneer in the stacks. The motor, together with its control, is so arranged that any pre-determined pressure may be obtained on the veneer in the stacks, so that with any setting of the controller, the motor will raise or lower the presshead and when in lowering, sufficient pressure is exerted on the veneer, the motor immediately shuts down. When the veneer has been allowed to remain in the stacks for a given length of time, the control with the pressing of a push button will start the motor in the opposite direction and raise the press-head to the desired height when at this point the motor will again shut down and be ready for the pressing operation again.

In addition to the above another question under serious consideration is the use of electricity for heating such pieces of apparatus as the veneer press. In this case, like the above, the electrical manufacturers have to work with the machine tool builders in

(Continued on page 48)



*Est. 1867
Inc. 1904*

HOFFMAN BROS. COMPANY

FORT WAYNE, INDIANA

LUMBER AND VENEERS

THE following rotary cut veneers from our Burnside, Ky., plant are ready for immediate shipment:

1/20" Red Oak (log run)	1 car
1/16" Red Oak (log run)	1/2 car
1/20" White Oak (log run)	1/2 car
1/16" White Oak (log run)	1/2 car
1/28" Walnut (half round)	1 car
1/28" Poplar cross banding	25M
1/8" Poplar (log run)	5 cars
1/8" Poplar (core stock)	2 cars

Northern grown hardwoods, veneer sawed and band-sawed at our Fort Wayne and Kendallville, Indiana, Mills, ranging in thickness from 1/20" to 3" in the various grades. Seasoned lumber ready for immediate shipment listed in "Hardwoods for Sale" section in back of this issue. Complete list is carried in bulletin "Hardwoods for Sale" issued by American Hardwood Manufacturers Association of Memphis, Tenn.

Prices by wire on receipt of your inquiry to our general offices at Fort Wayne.

NORTHERN GROWN WHITE OAK

AMERICAN WALNUT

(Continued from page 46)

obtaining from them the necessary information for making these applications.

There has been a marked development along the line of glue heaters, which is important not only in the veneer and panel phases of furniture manufacture, but in practically all parts of it. There is on the market an electric glue heater, which is fast attaining wide use in furniture plants. Recently the manufacturer of this heater sent a letter with a picture of the heater to a concern in Grand Rapids. The manufacturer of the heater happens also to be located in Grand Rapids and a few days after this letter went out the furniture manufacturer 'phoned and asked that two of the electric type glue heaters be sent over to his shop, as he had been having fire in his shop practically every day because of the old style gas glue heater.

The modern glue heater operates on the principle of the fireless cooker, so that it consumes the minimum amount of electricity. The cover is so placed as to keep heat and moisture in the glue.

Remarkable Finishing Improvements

This article can not properly be brought to a close without some reference to the truly remarkable advances that have been made in finishing processes, the laborious costly hand methods having been largely replaced by time and labor-saving sprays, dryers, rubbers, air for dusting and numerous other appliances, that have completely revolutionized finishing methods. The compressed air installations have also made possible the introduction of many small tools for labor-saving throughout the factory. Then in addition to the air we have electric drills, screw drivers, ad infinitum.

Both air and electric rubbing machines have been developed, each of which is a most valuable tool to the furniture and all other manufacturers of fine cabinet work. These machines are very ingenious and save an enormous amount of time and muscular exertion.

We would like to again remind the readers of this article that no effort was made to make it exhaustive, because the field to be covered was entirely too vast and too complex. The desire was merely to suggest to the busy executive in the furniture plant the tremendous progress that has taken place in the mechanical process of his industry in even the last few years. It should also suggest how diligently and intelligently the machine tool manufacturers who serve his industry are applying the ever-increasing wisdom of our industrial genius to the specific needs of furniture manufacture.

Furniture Trade Terms Being Used

A discussion of the proper descriptions of wood furniture has been going on for over a year and has finally crystallized itself into two sets of terms.

One set has been prepared by the furniture manufacturers for use between the manufacturers and the retailers. These terms were finally recommended by the meeting of the National Council at High Point on March 1st. This represented a combination of the various suggestions that have come from manufacturers and manufacturers' associations at different times.

Another set of terms to be used in transactions between the furniture retailer and the public was recommended by the National Better Business Commission of the Associated Advertising Clubs, Affiliating Better Business Bureaus and the National Vigilance Committee, at a meeting in Chicago April 13, 1922.

The "Better Business" terms are very much in line with the terms recommended by the manufacturers, but since they are for public use rather than for exclusive use within the trade they elaborate and make clear several important points. This appears to be absolutely necessary in order that there may be no confusion or misunderstanding on the part of the public, as such a feeling does not help to build up confidence in the furniture industry.

Since the discussion of furniture trade terms has been interesting the furniture industry, several of the manufacturers of

furniture have adopted the policy of stating specifically just the kinds of woods used in each piece of furniture.

One of the leaders in this policy is the Kittinger Furniture Company of Buffalo, New York. They manufacture a very complete line of living room furniture and also dining and bedroom furniture. Pasted to the interior, back, or bottom of each piece of furniture is a specification tag which reads as follows:

"The Manufacturer of this piece of furniture guarantees that it contains the following choice Cabinet Woods:

"Top and Sides: Solid American Walnut.

"Legs, Rails and Stretchers: Solid American Walnut.

"Desk Partitions and Shelves: Solid American Walnut.

"Drawer Fronts: Solid American Walnut.

"Drawer Interiors: Quartered White Oak."

This company has taken the position that the retailer and the public has a right to know just what woods are used in each piece, and they are attaching the information at the factory.

It is understood that a number of other manufacturers are working out a similar plan to be used on furniture at the mid-season market.

The Standard Table Company of Jamestown, N. Y., manufacturers of dining room furniture, was probably the earliest manufacturer in the field giving a specification of just what woods were used in each piece of furniture. At the Jamestown November show such tags were used and at the May exposition the following tags went with each piece:

"GENUINE SOLID MAHOGANY OR WALNUT,

Including Wood Back or Glass Frame. Tops, Fronts, Ends, Posts, Legs, Draw Sides, Draw Backs, and Trays. Dining Table Tops, Fillers, Legs and chairs.

"Remember, as makers of good furniture, we consider it very important to see that all details and quality are our foundation for success.

"COMPLETE DINING ROOM SUITES MADE IN OUR FACTORY."

One of Bosse Trustees Dies

H. Fred Riechmann, 44 years old, president of the West Side bank at Evansville, Ind., died at his home in that city on Wednesday, May 17th, his death being due to heart disease. He had been sick but a day. Mr. Riechmann was a brother-in-law of the late Mayor Benjamin Bosse, president of the Globe-Bosse-World Furniture Company, who died on April 4. Mr. Riechmann was one of the trustees of the Benjamin Bosse estate, provided by will, and which was valued at about \$1,500,000. Mr. Riechmann is survived by his aged mother, two brothers and two sisters, one of his brothers being George E. Riechmann, manager of the Evansville Furniture Company.

Copper Salts Improve Casein Glue

"It has been found that copper salts added to casein glues greatly increase their resistance to moisture and also make them more durable when exposed to the action of molds and fungi. Casein glues containing copper are nearly as moisture resistant as blood albumin glues." This is the beginning of a technical note sent out by the Forest Products Laboratory at Madison, Wis.

In the preparation of copper-casein glue at the Forest Products Laboratory, 2 to 3 parts by weight of copper chloride or copper sulphate are dissolved in about 30 parts of water and are added to every 500 parts of the ordinary casein, lime, and water glass glue. The copper solution is poured into the glue in a thin stream. The violet-colored lumps formed at first by the coagulation of the glue by the copper solution are reduced by stirring vigorously for about 15 minutes, and a smooth violet-colored glue results. It is necessary to add the copper salts after the other ingredients are thoroughly mixed, in order to obtain beneficial results. Copper added to the casein before the lime and water glass is ineffective.



IOWA WALNUT

is selected western walnut—grown on rich Iowa corn land—selected by experienced buyers from a comparatively virgin field—cut in a great plant devoted exclusively to walnut lumber and veneers. Buyers generally pronounce it superior in strength, fineness, and beauty of grain and marking to ordinary black walnut.

Write or wire us your needs in Walnut and let us send you quotations and some convincing evidence of the superior quality of Iowa Walnut.

Des Moines Sawmill Company

1023 Murphy Street
Des Moines, Iowa

Look 'em over!

If you are interested in
American Walnut Veneers

You should look at our
samples. ¶ If you look,
you will be very interested



SLICED STRIPE

HALF ROUND, LONGWOOD

FULL ROTARY

MOTTLED CROSS-FIRE

STUMPS AND CROTCHES

Veneers of Character at Fair Prices

The Louisville Veneer Mills

Operating Slicers, Veneer Saws and Rotary Machines

Louisville, Kentucky

Hardwood News Notes

MISCELLANEOUS

W. C. Grant, E. J. Inman and others have incorporated the Utility Table Company at Ashtabula, O.; capital, \$10,000.

The Gordon-Hagadorn Corporation will manufacture furniture at Syracuse, N. Y., with a capital stock of \$30,000. R. Gordon, G. Gordon and E. W. Hagadorn are the incorporators.

The H. S. Storr Company has succeeded the Raleigh Manufacturing Company at Raleigh, N. C., and will manufacture school furniture.

The Kentucky Lumber & Millwork Company has incorporated at Louisville, Ky.

The Louisiana Tie & Lumber Company has succeeded the Valley Tie & Lumber Company of Natchitoches, La.

N. A. Gillespie, P. B. Stearns and A. H. Schaefer have incorporated the Woodcraft Manufacturing Company, Schenectady, N. Y. Its line of manufacture will be furniture. Capital, \$25,000.

The Allied Lumber Company has incorporated at Fairmont, W. Va.

At Hudson, N. Y., the Hudson City Table Works has recently started and manufactures dining room tables.

The Foote-Burt Lumber Company at New Orleans, La., has been changed to the Central Gulf Lumber Company.

Jacob Balin and others with a capital stock of \$8,000 have organized and incorporated the Balin Chair Company, Brooklyn, N. Y. Another Brooklyn incorporation is the Mason Furniture Corporation; interested parties, M. G. Palliser, M. C. Heffer and W. G. Gehring. The capital stock is \$200,000.

The Merdzinski Furniture Company with a capital of \$200,000 will manufacture medium priced library tables and dining room furniture at Grand Rapids, Mich. It has recently been incorporated by John Merdzinski, president; Joseph Lewandowski, vice-president, and Stanley Merdzinski, secretary and treasurer.

The Marion Handle and Manufacturing Company, Marion, Ind., is now operating under the style of the Marion Handle and Box Company.

The Solar Polar Storm Sash & Screen Company has been incorporated at Muskegon, Mich.

An involuntary petition in bankruptcy has been filed against the C. S. Powell Lumber Company, New York, N. Y.

The Thorn-Reed Lumber Company has been organized at Charleston, W. Va., with a capitalization of \$400,000, the officers being: George A. Reed, president; H. P. Thorn, vice-president, and John B. Thorn, secretary-treasurer and general manager. The company's timber holdings are located near Apalachicola, Fla., consisting chiefly of hardwoods, the mill being in operation at Tilton.

A receiver has been appointed for the Haney School Furniture Company of Grand Rapids, Mich., and also for the Union Manufacturing Company, Gardner, Mass.

The planing mill of the Guyan Lumber Company at Herndon, W. Va., was destroyed by fire on May 6.

CHICAGO

H. W. Baker, Jr., of the Baker-Matthews Lumber Co., Memphis, stopped over in Chicago on May 11, while en route to the Pacific Coast, where he planned to remain a month.

Southern hardwood lumber manufacturers having membership in the Lumbermen's Association of Chicago organized a division, which will be called "Division J," on May 19. The charter members of the division are: L. D. Leach & Company, Galloway-Pease Lumber Company, Faust Brothers Lumber Company, Utley-Holloway Lumber Company, Paepcke Leicht Lumber Company, Hugh McLean Lumber Company, Tremont Lumber Company.

E. A. Lang, J. H. Faust and Glenn H. Holloway were elected members of the executive committee, Mr. Lang as chairman. The division will be represented on the board of directors by Max Pease of the Galloway-Pease Lumber Company.

Outbreaks of labor terrorism in Chicago as a result of the continued enforcement of the Landis award have not greatly intimidated prospective builders, according to the testimony of permits issued for the first seventeen days of May. The permits set a new high record for values during the time, totaling \$14,571,800, and indicate that the building boom will surpass the predictions of the most enthusiastic earlier in the year.

Figures from Building Commissioner Bostrom's office show that permits for 229 apartment buildings, 376 residences and 167 other structures were taken out during the seventeen-day period. The value of all permits for the entire month of April was \$17,076,560, while the totals for May, 1921, show a puny \$2,967,750, despite the fact that the building lockout was then in the process of settlement and the first signs of the building boom were manifesting themselves.

BUFFALO

The hardwood men were quite active in the promotion of a larger membership in the Chamber of Commerce recently, the campaign being in charge of Fleming Sullivan as major, with K. C. Evarts as adjutant. A

wholesale and a retail team canvassed for new members and the lumbermen led all other teams in bringing in recruits by obtaining ninety in the first three days. On the wholesale team were Harry L. Abbott, captain; A. H. Weaver, lieutenant; John H. Wall, Elmer J. Sturm and Carlton Betts.

The Rudolph Wurlitzer Mfg. Co., located at Martinsville, near Tonawanda, broke ground a few days ago for a large toy manufacturing plant, which will use waste wood from the company's musical instrument factory. The building will be one-story, with 10,000 square feet of floor space. It is expected that manufacturing will begin during July.

The Silverthorne lumber case, which received much publicity about two years ago, has been closed by Federal Judge Hazel, who has signed an order of discharge. The death of A. K. Silverthorne several months ago made further trial of the case impractical. The trial of the case took place in Buffalo, the charge being that the Silverthornes defrauded the government on shipments of lumber for the Lehigh Valley Railroad Co. during the war. During the trial the Rev. Father Francis Shemalie was arrested for illegal communication with a juror and recently he was fined \$1,000. The jury was unable to reach an agreement as to whether fraud was committed, and was discharged.

Harry L. Abbott, of the Atlantic Lumber Co., has been appointed one of three members of a permanent membership committee of the Buffalo Chamber of Commerce. He has also been named as one of the executive committee.

CLEVELAND

The Charles J. Pfeil Company of 1976 West Third street, announces plans for a factory addition to the woodworking plant that will cost about \$40,000. The new building will occupy a plot 33x50 feet and will be of frame construction two stories high. The Charles J. Pfeil Company makes a specialty of hardwood products, and the new plant represents the steady increase in the company's business during the past few years.

George J. McCardle is now covering Central Ohio territory in the interests of the Shields and Allyn Lumber Company, which has plants in both Cleveland and Detroit.

The Empire Plow Company, according to H. B. Haas of the firm, is contemplating increased activities beginning the latter part of August or early September. Mr. Haas states that red oak will be used almost exclusively, and reports that the Empire Plow Company will be in the market for this material on the dates mentioned.

Automobile manufacturers are still working at capacity. E. S. Jordan, president of the Jordan Motor Company, recently stated that business would probably continue without change through the summer. In his opinion the total results of this year will eclipse those of any previous year with possibly one exception.

Hardwood dealers report that the abnormal activities in the automotive field has proved the feature of the season's business. The Sterns, Chandler, White, Winton and Cleveland factories all report orders insuring capacity for several months.

Arch C. Klumph, president of the Cuyahoga Lumber Company, recently made a speech before the Rotary Club outlining the beginnings of wood construction in the Cleveland district.

CINCINNATI

L. B. Flanery, for many years engaged in the wholesale lumber business at Moorehead, Miss., is now connected with the Thompson Hardwood Lumber Company of this city. Mr. Flanery will look after the company's business in the East and Canada and will have his headquarters at Rochester, N. Y.

Cincinnati has added another lumber concern to its already long list. The newest addition is the Bolling-Griffith Lumber Company, which has opened offices in the Dixie Terminal building. The company will conduct a general wholesale and commission lumber business. Mr. Bolling, president of the new concern, was at different times in the past connected with the J. W. Darling Lumber Company, Cincinnati, and Charles B. Carothers, Incorporated, Memphis, Tenn. Mr. George Griffith, secretary and treasurer, was for several years secretary and sales manager of the Charles B. Carothers, Incorporated. He resigned that position May 1 to organize the firm of Bolling-Griffith Lumber Company.

While in this city calling on the local trade, W. L. Mace, secretary and treasurer of the P. S. Mace Lumber Company, Terre Haute, Ind., announced that the company has organized the Hoosier Tie & Lumber Company, which has been incorporated under the laws of the state of Indiana with a capital of \$100,000. The new company of which Mr. Mace is general manager will operate several sawmills in Gibson county, Indiana. It has obtained a large tie order and a contract to build several scores of homes for an Indiana mining concern.

Upon application of Walter E. Johns, vice-president and half owner of the capital stock of the Milne-Hall & Johns Company, wholesale lumber dealers, Judge John Caldwell, in the Hamilton County Common Pleas Court, appointed Attorney David M. Levy receiver. Mr. Johns in applying for the receiver said that the company decided on April 27 to go out of business. The receiver is appointed to conserve the interests of the stock-

holders and creditors of the company. Mr. Johns said that he will engage in the lumber business for himself later on.

The Stratemeyer Hardwood Lumber Company, a new concern of Cincinnati, O., has been incorporated with a capital of \$25,000 by O. P. Stratemeyer and Leon S. Miller. The company, which will conduct a hardwoods jobbing business, has opened offices in the First National Bank building. Mr. Stratemeyer is well known in lumber circles, having been engaged in the lumber business for himself for many years in the west end of Cincinnati. He left Cincinnati about four years ago to operate several sawmills at Monticello, Ky. Mr. Miller is not a newcomer in the business.

Donald R. Brewster, nationally known as an expert on dry kiln problems, has announced his entry into the kiln drying field as an expert consultant in operation of lumber dry kilns, with specialization on the problems connected with operating large batteries of progressive kilns so as to secure maximum production with minimum waste. His headquarters will continue to be in Cincinnati.

MEMPHIS

V. L. Culbert, secretary of the H. W. Darby Hardwood Lumber Company, has been appointed as receiver under involuntary bankruptcy proceedings instituted by the Grenada Bank, Mrs. Hortense Darby of Grenada, Miss., and D. L. Holcomb, against H. W. Darby, alleging insolvency. The appointment was made by the referee in bankruptcy and he has instructed the receiver to make an inventory of the property of the H. W. Darby Hardwood Lumber Company and H. W. Darby and to submit this to the proper district court within ten days after the date the proceedings were instituted.

Mr. Darby recently disappeared from Memphis under somewhat sensational circumstances. Mrs. Hortense Darby was his first wife. Her alleged claim against him is approximately \$6,500. Total claims are in excess of \$25,000.

By the terms of the will of William Moore, Hoopeston, Ill., senior member of the firm of Moore & McFerrin, engaged in the manufacture of lumber and boxes, the affairs of that concern are to be wound up within three years after Nov. 17, 1921, the date of his demise. The instrument specifies that all of the Tennessee property of the firm is to be sold within that time, but that the lands owned by the company in Arkansas may be cleared and cultivated for a longer period if the beneficiaries think best.

The bulk of the valuable estate goes to the widow; to the two children, Claude Moore of Memphis, who has been in charge of the business of the firm in this city for many years, and Mrs. Cora Haynes, also of Memphis; and to the children of one of the sons who preceded him in death.

An exemplified copy of the will has just been filed here.

LOUISVILLE

The Lanham Manufacturing Company, Louisville, capital \$40,000, has been incorporated by J. M. Lanham, F. N. Nash and J. W. Campbell to operate the business of the Lanham Manufacturing Company, which for a number of years was operated by J. M. Lanham as an individual. The company manufactures hardwood flooring.

The Louisville Hardwood Club, starting May 16, has taken up its summer schedule of meeting at the Devil's Kitchen, a roadhouse a few miles from the city, after holding winter sessions at the hotels and Pendennis Club. Optimism and good business were much in evidence in reports at the meeting on May 16.

The I. B. Wilcox Lumber Company, Louisville, with mills at Burdette, Miss., after operating as a firm for some years, has been incorporated. The capital stock is \$200,000, and the charter parties are George E. Wilcox and George E. Wilcox, Jr., Louisville; and W. B. Wilcox of Burdette, Miss.

Reports from the Barbourville, Ky., section indicate that lumber mills are running full and that considerable high grade oak is moving, but that the low grade can't move very well on account of high freight rates.

S. B. Combs, of Jeff, Ky., at a reported price of \$40,000, has sold 2,000 acres of timberland near Jeff, Perry county, on the L. & N. railroad, to the Harmond Woolfe Tie Company of Chillicothe, O., which plans to cut ties, staves, heading and lumber, installing portable mills.

The Court of Appeals on May 12 finally decided a case affecting the Millers Creek Lumber Company, Eastern Gulf Oil Company and John S. Robinson heirs, which has been in the courts for years, as a result of the Miller Creek land becoming some of the best oil producing tracts in the state. The hot argument was over a tract of 100 acres of land. All the land in question was cut-over land sold by the Millers Creek people, but in which it retained a one-half interest in any mineral rights discovered.

WISCONSIN

The Universal Toy and Novelty Manufacturing Company of Oak Park, Ill., which recently decided to relocate its factory in Mellen, Wis., to be in the heart of the northern hardwood belt and in close proximity to mills is starting work on its new plant. This will be 50 by 100 feet in size, two stories high, and cost about \$50,000, including supplemental equipment. William F. Gibian is president and general manager of the Universal company.

The Bower City Millwork Company of Janesville, Wis., has been incor-

porated with a capital stock of \$75,000 by L. A. Atwood, P. F. Korst and J. J. Koeberl. It takes over an existing sash, door and trim factory, which it is proposed to enlarge during the summer.

The Northern Oak Chair Company has been incorporated at Pulaski, Wis., with \$100,000 capital to engage in the manufacture of chairs, furniture and other hardwood products. The incorporators are J. A. Peplinski, Joseph LeFevre and Frank Paprocki, all of Pulaski.

The Nash Motors Company of Kenosha, Wis., has started work on the erection of a three-story addition, 100 by 400 feet, to its Milwaukee plant, known as the Four-Cylinder Car Division. The new building will be used entirely for the manufacturer of bodies and sheet metal work. It was to have been erected a year ago, but the project was deferred until now to await improvement in business conditions. The investment in building and machinery will be approximately \$250,000, according to B. W. Twyman, general manager of the Milwaukee division.

The Hardwood Products Corporation of Neenah, Wis., is the name of a new concern which has just been chartered in Wisconsin. It succeeds the Hardwood Products Company. The new concern has \$350,000 capital in preferred stock, plus 500 shares of non-par value common stock. S. F. Shattuck, Neale Spoor and E. D. Reale.

The Wisconsin Manufacturing Company of Merrill, Wis., is a new corporation with \$10,000 capital stock organized by W. H. AuBochon and E. P. Chauvin to build a factory near the Anson-Gilkey & Hurd Co.'s sawmill and manufacture sweeper compounds and other articles from mill waste.

The Schwartz Box Company of Milwaukee has been organized with \$25,000 capital stock by Edward G. Jung and A. J. O'Connor, 85 Michigan street, to engage in the manufacture of a general line of boxes and containers.

The Wisconsin Textile Manufacturing Company, Two Rivers, Wis., has completed its new factory, 60 by 200 feet, three stories high. It manufactures spools and bobbins as well as other hardwood specialties for textile mills, including hosiery forms.

Blum Bros. Box Company, Marshfield, Wis., is erecting a large factory addition, 45 by 120 feet, with a wing 56 by 80 feet, which will be used largely for the manufacture of butter tubs and provide capacity for a daily output of 3,600 of these articles. It is to be ready about July 1, when seventy-five men will be added to the payroll.

The Belle City Incubator Company of Racine, Wis., is erecting a two-story factory addition, 45 by 130 feet in size, to give much needed production space. It will cost about \$35,000. James V. Rohan is president of the company.

The Hough Shade Corporation of Janesville, Wis., is engaging in quantity production of a new design of shade, known as the Ra-Tox, made for windows of factories, offices, schools and hospitals in which steel sash is used.

The abandoned sawmill at Hayward, Wis., belonging to the Edward Hines interests of Chicago, was totally destroyed by fire recently, causing a loss of \$120,000. The mill has not been operated for four to five years and it is not known if it will be rebuilt.

The Milwaukee Board of School Directors, Frank M. Harbach, secretary and business manager, is asking sealed bids until June 1 for furnishing and installing pupils' desks and seats and opera chairs in the new Bay View High School at Lenox street and Montana avenue. The work is to be finished by August 15.

Martin Rasmussen of Racine, Wis., a well known inventor of wood-working machinery and tools, has been granted letters patent on a new machine, patterned after the style of engraving machines which follows the lines of a pattern and reproduces the work in wood. It is also useful in connection with carving work from blueprints, and can easily be used as a boring mill. Mr. Rasmussen is organizing a company to manufacture and market this machine, which is his most important invention.

The Automatic Seating Company of Superior, Wis., has been incorporated with a capital stock of \$200,000 by John Grief, George A. Carlson and H. W. Dietrich. It will manufacture and market all kinds of household and office furniture and fixtures, including automatic chairs and seating devices for theaters, schools, restaurants, auditoriums, etc. A factory will be erected in Superior at once.

The D. J. Murray Manufacturing Company of Wausau, Wis., specializing in the manufacture and repair of saw and planing mill machinery, logging equipment, etc., is building a one-story machine shop addition, 60 by 128 feet, to provide additional capacity.

The O. & N. Lumber Company of Chippewa Falls, Wis., has purchased the millwork factory of Schaefer & Olson, High and Willow streets, in the same city, and will continue its operation under the management of F. H. Green. Schaefer & Olson intend to confine their activities to general contracting hereafter.

Fred J. Schroeder, president of the John Schroeder Lumber Company, Milwaukee and Ashland, Wis., was re-elected treasurer of the Rotary Club of Milwaukee at the recent annual meeting. Mr. Schroeder has held this position since the club was organized about nine years ago.

The A. H. Stange Company, Merrill, Wis., has started logging its newly opened timber tract northeast of Star Lake with a crew of fifty men under the direction of J. H. Regan, logging superintendent of the company.

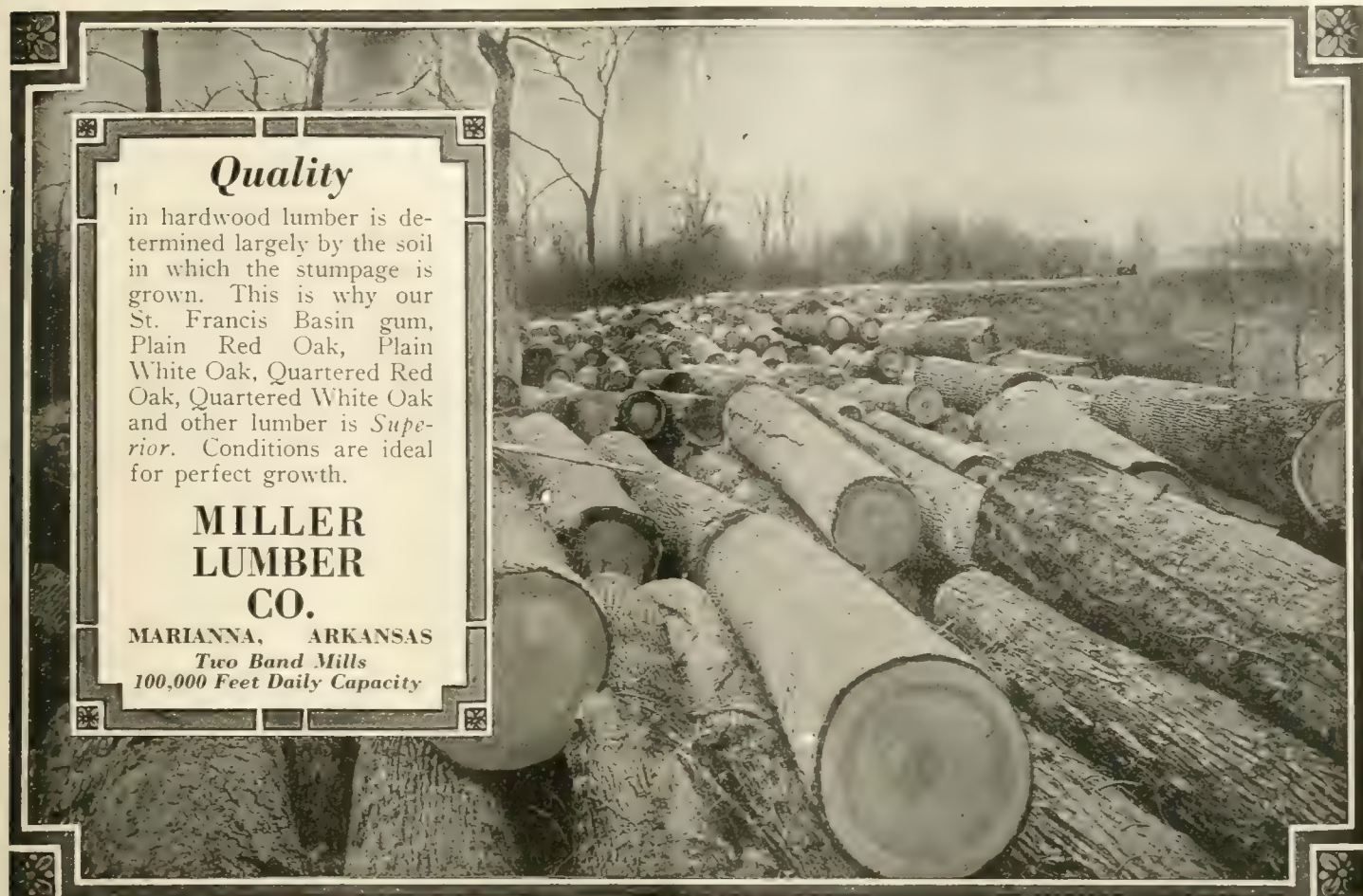
Charles W. Radford has sold his interest in the Wilkin-Challoner Company, Oshkosh, Wis., to John C. Challoner and sons, George C. and Frank

Quality

in hardwood lumber is determined largely by the soil in which the stumpage is grown. This is why our St. Francis Basin gum, Plain Red Oak, Plain White Oak, Quartered Red Oak, Quartered White Oak and other lumber is *Superior*. Conditions are ideal for perfect growth.

MILLER LUMBER CO.

MARIANNA, ARKANSAS
Two Band Mills
100,000 Feet Daily Capacity



E. Challoner. Mr. Radford will hereafter devote his entire attention to the Radford & Wright Company of Oshkosh, of which he is president.

The Association of Commerce, Fond du Lac, Wis., is making arrangements for a "Made in Fond du Lac Week," which will embrace an exposition of local products. Among the concerns taking an important part are: Fond du Lac Table Manufacturing Company, Northern Casket Company, Moore & Galloway Lumber Company and numerous other well known woodworking concerns.

The Two Rivers (Wis.) Millwork & Cabinet Company has increased its capital stock from \$25,000 to \$50,000 to accommodate the growth of its business.

The Joyland Toy Company, Milwaukee, has been incorporated with a capital stock of \$25,000 by Fred A. Wilke, Hugo W. Wilke and Arthur J. Witterstetter, all of Milwaukee. It will establish a factory to make toys and novelties.

The Winther Motors Company, Kenosha, Wis., which erected a new plant about a year ago, is placing this in operation as the result of taking an order from the Universal Motor Owners of Chicago for 1,000 taxicabs at \$2,000 each. The Winther company will build the complete cab, including body. To handle this order the Kenosha company has purchased for \$120,000 the entire tool and machinery equipment of the La Crosse Taxi Manufacturing Company for installation in the new plant.

The Republic Box Company, Chicago, has practically decided to erect a new plant in Marinette, Wis., to replace the factory which was badly damaged by fire in April. Work, however, will not be undertaken until late in the summer. George Engleking is president of the company.

The Evergreen Broom Company of Sheboygan, Wis., has purchased the stock and machinery of the Royal Broom Company and is consolidating the two factories at 2128 North Fifteenth street.

The Connor Land and Lumber Company of Laona, Wis., has established a land and timber department under the management of Richard Connor.

The Wiese Laboratory Furniture Company, Manitowoc, Wis., has taken the contract for equipping the new high school at Hibbing, Minn. This is regarded as the largest high school building in the United States and the Wiese contract runs to nearly \$100,000, it is said.

The sawmill of Swinhardt & Tuttle at Cornell, Wis., was burned to the ground, causing a loss of about \$12,000. No decision has been made with respect to rebuilding the plant.

Ira W. Rowell, secretary of the Consolidated Lumber Company at Manistique, Mich., has resigned to become associated with the Wisconsin Land and Lumber Company at Hermansville, Mich.

The Stout Manufacturing Company, Milwaukee, is a new \$150,000 cor-

poration formed by Lee H. Payne, 1376 Farwell avenue; Harry L. Neumeister and C. B. Kerrigan to engage in the manufacture of crates, containers, boxes, etc.

The Tomahawk (Wis.) Steel and Iron Company has completed its new foundry and machine shop, which supplants the plant badly damaged by fire last fall. The concern specializes in manufacturing and repairing logging and sawmill machinery, logging locomotives, etc.

Edwin Baier, secretary and treasurer of the Cream City Casket Company, Milwaukee, died after a brief illness at the age of 39 years.

TORONTO

The Standard Lumber & Supplies Company, Ltd., has been organized and granted an Ontario charter authorizing the company to engage in a general lumbering business. The headquarters of the company are at Windsor, Ont., and the capital is \$40,000. The provisional directors are J. J. Kerby, E. J. Kerby and F. C. Kerby.

Disposal of 100,000,000 feet of lumber held in Canada by the British Government will be effected as quickly as possible. The Timber Disposal Department of the British Board of Trade is represented by one of its directors, who is now in Canada negotiating for the sale of this lumber. Conferences have been held with several important lumber export firms of Quebec Province. It was announced that 25,000,000 feet had been disposed of in a single transaction.

The Pembroke Lumber Company opened its mill recently with a staff of about 200 men. The Colonial Lumber Company will also open in a few days with about the same sized staff of workmen. The Ottawa river was flooded to some extent and for a time the Colonial Mills property was under water, delaying the reopening.

J. T. Todd, who represents the Adams River Lumber Company of Chase, B. C.; the Associated Mills, Ltd., of Vancouver, and the Edgcombe-Newham Co., Ltd., has opened a sales and service office at 1305 Bank of Hamilton building, Toronto.

The House of Commons at Ottawa has voted a million dollars for the protection of timber in Manitoba, Saskatchewan, Alberta, and the railway belt of British Columbia.

A federal charter has been granted to Hollingsworth & Whitney, Ltd., with headquarters at Halifax, N. S., and a capital stock of \$4,000,000 to lease lumber lands and engage in a general lumbering business in Nova Scotia. Among the incorporators are S. D. Jenks, W. C. Macdonald, F. B. A. Chipman, N. A. MacKay and Russel Y. Findley.

To carry on a general lumbering business the N. Martin Lumber Com-

Offering Thoroughly Kiln Dried Lumber and an Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and also to offer kiln drying service of proven efficiency for handling either green or dry lumber. We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

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the next time

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OWENSBORO, KY.

JACKSON & TINDLE

INCORPORATED

Sales Office
GRAND RAPIDS, MICH.

Main Office
BUFFALO, N. Y.

Complete stock of
Dry Northern Hardwoods
HARD MAPLE BIRCH
SOFT MAPLE BEECH
BASSWOOD ELM

MILLS AT PELLSTON AND MUNISING, MICHIGAN

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

pany, Ltd., has been granted an Ontario charter, with headquarters at Huntsville, Ont. The capital stock is placed at \$50,000 and the provisional directors are J. A. Boyd, Wilfrid Heighington and G. H. Shaver of Toronto.

The Hardwood Market

CHICAGO

The Chicago hardwood market is participating in the country wide improvement in demand and prices. During the past fifteen days substantial advances have been made in nearly all upper grade items of both southern and northern lumbers. This improved condition has been brought about by increase in demand from nearly all sources, but most notably from the automobile and building trades industries. This is the peak production season for the automobile makers and they are in the market for large quantities of hardwoods. The tremendous amount of building that is taking place in this section of the country is causing the interior trim and flooring people to buy liberally. The fact that this is the time when old stocks are at the lowest point and new stocks are not yet generally ready for the market has contributed to the advance in prices and the condition of shortage of stocks, which is always a concomitant of advancing prices. Local representatives of mills as well as wholesalers believe that the improvement is going to be more or less permanent and that while there will certainly be lulls in demand and brief recessions in prices the general trend will be upward until a truly normal condition has at last been arrived at.

BUFFALO

The hardwood trade shows some improvement, with some branches in the manufacturing line beginning to take more stock than for a good while past. The automobile concerns have been better buyers recently and the industry is said to be on a more satisfactory basis. Furniture plants are not buying any large amounts of stock, but they are anticipating a revival of trade within the next couple of months. A good many orders are being received from the building trade, which is generally busier than for years past. This makes many orders for interior trim and flooring.

The trade is fairly well distributed over a number of different woods, with prices generally holding firm. Oak is in leading demand at most yards, while improvement has lately taken place in maple, with a strengthening in price. More poplar has been selling lately than for some months, and an improvement has started in basswood. Birch has also been in fairly active sale. Mill stocks of most woods are quite small, except in the lower grades, so that prices are expected to hold strong.

MEMPHIS

The hardwood market continues to increase in both strength and activity under the stimulus of lessened production and expanding demand. Shipments are going out at a rapid rate, while the quantity being placed on sticks is quite small. This condition is resulting in substantial depletion of available stocks, especially in No. 1 common and better grades. It is conservatively estimated that southern hardwood production is no greater than 25 percent of normal, while it is conceded that shipments are now heavier than at any time for the past two years. Some manufacturers have withdrawn all their lumber from the market, in the belief that prices will further advance; and this action on their part tends to decrease offerings and to increase the difficulties of consuming interests.

Flooring manufacturers are still absorbing considerable quantities of Nos. 1, 2 and 3 common plain oak in both red and white, and offerings thereof show substantial shrinkage. These interests bought heavily of distress stock during the recent pressure on owners whose operations were threatened by floods and they are, therefore, pretty well supplied for the immediate present. At the same time they are making no effort to conceal their anxiety about their requirements for the next three or four months during which stocks must necessarily reflect the absence of production which has recently been seen and which will continue to be seen for several more weeks. In the meantime, it is generally agreed that prices on No. 1 common plain red oak, f. o. b. cars at Memphis, are about \$50 and that those on No. 1 common plain white oak are \$55. Some interests are asking even more, but they are making few sales.

Other building trade interests are actively in the market for oak, cottonwood, gum and cypress and they are, virtually without exception, paying higher prices than a fortnight ago. Automobile interests are likewise buying with considerable freedom. Their principal purchases are in thick elm, in cottonwood, in sap gum and in ash. They, too, are paying advances. The railroads, directly and indirectly, are taking increasing quantities of lumber. Car-building and car-repair plants are far more active than for several years, and they are necessarily in the market in a more substantial way for lumber and dimension stock. Minor consumers, including agricultural implement manufacturers, producers of wooden containers, and packing crates, and makers of musical instruments of all kinds, are absorbing considerable quantities of hardwood lumber. It may

also be noted that export demand shows some revival. The American Overseas Forwarding Company says it is booking lumber cargoes for the United Kingdom and Mediterranean ports at the rate of 2,000,000 to 2,500,000 feet a week, while some exporters here who look after their own booking and forwarding say they are experiencing more inquiries and firm offers from overseas than for a long time.

Furniture manufacturers are increasing their purchases somewhat, but they are lagging behind the other major consuming groups. As a result, the so-called "furniture woods," including both lumber and veneers, are failing to show either the strength or activity characterizing the remaining items on the hardwood list. But, while the present attitude of furniture manufacturers is proving somewhat disappointing to hardwood interests, the latter are confident that there is a strong potential demand ahead from the furniture industry and that the increased buying from this source will come at a time when stocks will be appreciably smaller than now and when prices will be substantially higher.

PHILADELPHIA

The hardwood market in Philadelphia and the metropolitan district is enjoying the best period of the year—of considerably more than a year. While the word boom must be taboo, there are indications that the market is approaching that state.

Industrial purchases have taken a splendid rise within the past two weeks. This is especially true through the great mill districts of Philadelphia, in the shipyards and through the entrance of the railroads in the market. The only sterile region is that of the anthracite and bituminous fields where the buying power has terminated due to the great strike. Delaware, slow in building comeback, is staging a fine return to normal conditions in the great car works. Industrial conditions in Wilmington and Chester are much improved.

The most active market is found in grades of hardwoods used in building construction. With all records of building construction shattered, the hardwood dealer is finding his stock steadily decreasing. Flooring has taken a big spurt during the past week. Low grade material fortunately is finding a market for the first time in seemingly a decade!

Some excellent orders have been forthcoming from the New York Shipbuilding Company which has received orders for the caissons for the Delaware River Bridge construction. Other Delaware yards have been purchasing better than for the past year.

The furniture people report excellent business and the Victor Talking Machine Company reports the best year of its history. The company has just formed a subsidiary to erect a factory in South America.

Gum, white oak, maple flooring, chestnut, ash, red oak, birch, elm, cherry and quartered oak have been very busy, with uppers registering sharp advances. Red oak has been particularly in demand.

At any rate, the demand for nearly the entire line is excellent and dealers are in a most optimistic frame of mind. One warning is being sounded by the more conservative element in the industry—do not let prices get too high and stifle the demand. This is worrying the largest distributors considerably.

CLEVELAND

The hardwood market in the Cleveland district generally shows signs of radical improvement which may be attributed to the settlement of the builders' strike and the pick-up in the furniture industry. Mahogany, walnut, poplar, gum and chestnut are showing unexpected strength at prices which, while they show no change in the past month, are extremely low. Oak is still slow and has shown little or no activity. Wholesalers state that oak is not being demanded by the building trades as was anticipated, and is getting no call save from automotive industries. Very little maple is consumed hereabouts. Occasional movements are noted recently, at prices that are stationary with slight upward shadings now and then, especially in flooring stock. Indications are that the coming month will see added movements in the higher grades of various hardwoods with a slight shortage of dry stocks looming up as a possibility. Price irregularities common since the market slumps last fall, are gradually disappearing and as movements increase they are being worked upward.

BALTIMORE

It is not always easy to see progress made in the hardwood trade, but the best opinion is that the business has been and is going forward, and that positive gains are to be recorded. In the very gradual character of the improvement the hardwood trade resembles not a few other lines, hardwoods having to face an exceptional handicap, perhaps, in that so far the foreign buying has made no important response to the improvement in general conditions, which may be said to have taken place. Such headway as is to be recorded, must be placed to the credit of the augmented absorptive capacity of the domestic market almost entirely. Of course, the attitude of the exporters is one of hopefulness. They feel that though the buyers abroad have been holding back, they can hardly do so much longer, and they confidently look for a spurt in European buying which will go far to lift the foreign movement out of the narrow rut in which it has moved for months. The domestic trade furnishes some reasons for hopefulness and even of satisfaction. Information from the furniture manufacturing section in North Carolina, for instance, is to the

King Mill & Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum

Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CARLOADS

HARDWOODS and SHINGLES

BEDNA YOUNG Lumber Company

Jackson, Tennessee

Manufacturers of

Quartered White Oak Quartered Red Oak

AND

OTHER HARDWOODS

When in the market for

High Grade Lumber

please let us have your enquiries.

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

BIRCH

No. 1 & Btr. 10/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 12/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 16/4", reg. widths. & lgths...12 mos. dry

SOFT ELM

No. 2 & Btr. 5/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 8/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 10/4", reg. widths. & lgths...12 mos. dry
No. 1 & Btr. 12/4", reg. widths. & lgths...12 mos. dry
No. 3 & Btr. 6/4", reg. widths. & lgths...12 mos. dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

Manufacturers
of
**Stimson's
HARDWOOD
LUMBER**

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

**STRABLE
Lumber & Salt Company**

SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Beat by Test"

Maple, Birch, Basswood, Elm, Beech



The sign to follow
for Maple Flooring



**veneer
DRYING
MACHINERY**

**PROCTOR &
SCHWARTZ, INC.**
PHILADELPHIA

CATALOGUE ON REQUEST

offer that these plants are doing a good business and that the check noted some time ago has been overcome. Dealers, it is stated, are stocking up in anticipation of a good fall trade, and even the summer promises to be better than there seemed reason to expect not so long ago. There are indications of increased buying by the railroads and other big concerns, and the outlook is regarded as promising decidedly better things.

COLUMBUS

A decidedly strong demand for all varieties of hardwoods has developed in Columbus and central Ohio territory during the past fortnight. Buying of hardwoods on the part of retailers is still the best feature, but on the other hand there is a decided increase in the demand from industrial plants. Factories making automobiles, boxes and pianos are buying liberally, and railroads are also showing an inclination to come into the market. Stocks in the hands of dealers are only fair and buying to replace them has been the rule.

Shipments are coming out promptly from most sections, since the high prices have subsided. Prices are generally firm at former levels and every change is upward. There is now less cutting to force trade than has been known for some time. Scarcity of the higher grades is as usual.

CINCINNATI

While there is still no rush in the demand for hardwood lumber, the trade is fairly active and decidedly better than it was a month ago. Local dealers report an improved demand for the better grades, due largely to the fact that more building work is in progress. Prices have not changed since the height thirty-two weeks ago, and lumbermen say that there may be a slight increase soon because of a shortage of certain items in the other stocks. Shipments are not coming in as promptly as they were a few weeks back. The industrial demand centers around one or two factors. The automobile manufacturers are the best customers, while the furniture interests have not been buying up to their standard for several weeks. The demand covers a variety of woods, with oak, elm and gum among the leaders and a little better call for birch, walnut and maple. An increase in the sale of poplar has also taken place lately, after a long period of quiet in this wood. Many of the wood consuming factories in and around Cincinnati now are operating on almost a pre-war basis and business is looking up right along. An improvement has been noticed in the volume of inquiries from the railroads. Members of the local trade look for some bright good business from this industry before many weeks. The export business is nothing to boast about, but the outlook is brighter than it was a few weeks back. Owing to the flood conditions in the South, local dealers are not eager to dispose of their stocks at present quotations. There is no pressure to sell and concessions are more difficult to secure.

INDIANAPOLIS

Although the actual demand for hardwoods from the retailers appears to be at a standstill, neither gaining nor losing, the interior finish and flooring factories seem to be as busy as usual. Many of them are behind with orders and some are working overtime to catch up. The demand now from the retail yards means the approximate consumption since stocks are about the level at which they will be carried during the late spring and summer. Oak and gum continue to rule favorites with the construction interests. There is a little more activity among the furniture factories and the box factories also report a little increased demand. With the talking machine cabinet and piano factories there appears little change. Prices are stiffening a little, due, it is believed, to the general construction demand. Uppers especially show strength. During the past week there has been some inquiry from the railroads and electric railway companies, but up to the present time very little business.

LOUISVILLE

The hardwood market is very firm and demand quite steady from general lines, although the furniture trade hasn't been buying as freely as it was. However, demand for hardwood lumber for interior use, in building operations, flooring, poplar siding, etc., is very good, and the general demand from jobbers and planers is better than for some time past. There is some little export business being handled, and box factory demand is better. Collections are quiet. Lumber plants in this vicinity are running at almost or full capacity in view of the very light southern production and prospects for many mills continuing down for thirty to sixty days account of high water.

NEW ORLEANS

With inquiries becoming more general and extensive than at any previous time since the boom days of 1919 and demand becoming more and more active and prices remaining firm in the main, the manufacturers and others interested in hardwoods throughout the Southwest are finding themselves being rapidly engulfed in a genuine flood of optimism over the immediate outlook. And this, too, it should be added, in spite of the cloud of blackness which persists in hanging low over the horizon of production.

Production, as a whole throughout the Southwest continues, as for several weeks past, to amount practically to nil because of the flood situa-

tion. In the hills of this section it is, of course, proceeding away unabated. But in the uplands of this section there are few hardwoods.

Inquiries within the past fortnight have been more widely distributed than for any time previous for three years past, according to various leading manufacturers. And this circumstance is taken as being of especial significance in that it indicates the country as a whole as contradistinguished from only various spots is getting active in the market. The tendency of prices is to remain firm, but such few changes as have occurred within the past fortnight have been on the upward scale.

MILWAUKEE

The demand for hardwoods as noted by manufacturers in northern Wisconsin is the most active in at least eighteen months, and is increasing from day to day. Stocks at mills are not being replenished as rapidly as they are reduced by shipments on contract specifications and current sales, which tends to give prices a very firm tone. Some items have advanced recently and it is believed likely that the entire list is due for an increase.

Industrial requirements are heavy and, while purchases are usually not much in excess of consumptive requirements, the aggregate is larger than it has been since the summer of 1920. The firmer trend of prices is inducing some of the larger interests to buy more than to cover bare necessities, but other consumers are sticking pretty closely to requirements in view. The automobile body trade is one of the heaviest buyers, and this is probably the best source of business at present. Furniture factories are on an excellent footing once more and their orders are increasing steadily. New construction is taking larger quantities of building material, including flooring.

Sash and door factories in Wisconsin have increased their production schedules materially in the last few weeks and taking more stock from mills. The farm implement industries are not yet buying any considerable quantity, although prospects are that this source will be open wider within a short time.

The lower grades of hardwoods are moving better, and this is relieving a problem that has confronted manufacturers for a long time. Box and crating manufacturers are getting some fair-sized orders.

A good many concerns in northern Wisconsin are carrying forward their woods work through the summer months in order to keep mills supplied with logs. While logging operations last winter were of a fairly good proportion, the demand which has developed in the last three to four months is beyond the estimates made last fall, with the result that summer logging has to be undertaken to meet all requirements.

EVANSVILLE

There has been a gradual improvement in the business done by hardwood lumber manufacturers and wholesalers at Evansville and in other towns in southern Indiana during the past month. While there has not been anything like a boom, trade has come along all right and both orders and inquiries have shown a big increase over the month of April. The manufacturers and wholesalers are of the opinion that trade for the summer and fall months will show a nice increase in trade over the corresponding months of last year. Few of the large mills in this section have been operating and practically no logs have been coming in. Now that the floods along Green and Barren rivers in western Kentucky have subsided, it is believed that logging operations will start again soon and that many logs will be rafted to the local mills and plants at Owensboro, Ky., during the next few months. The demand for the best grades of hardwood lumber is very good and the lower grades are moving better than they were a month or six weeks ago. Furniture factories have been in the market for some lumber recently and since they are operating on fairly good time they will be in the market for more lumber from time to time. Taken as a whole, the outlook is not discouraging and in fact is better than it has been at any time this year.

TORONTO

While the hardwood market in Toronto and district is showing some improvement, there is general complaint that business is being done on a no-profit basis and in many cases at an actual loss. Most wholesalers report a fair volume of sales under the impetus of the spring building program which is proceeding briskly, but, generally speaking, lumber prices are unsatisfactory and there is little money in the business as matters are at present. There is some scarcity of birch and maple in firsts, seconds and selects, particularly in one, one and a half and two-inch stuff, although there are plenty of low ends offering for which the demand is limited. In sales transactions some of the bigger holders are endeavoring to make the higher quality carry the low. It is recognized that any substantial increase in demand would bring advances in prices, but buyers are not yet showing any very great interest and there is a wide range in prevailing quotations. Some wholesalers report that mill men want more for their stocks at the mills than the wholesaler can realize for what material he has on hand or is seeking to replace. Competition for sales is particularly keen in the Toronto market, many salesmen having concentrated on this city under the impression, which is true to some extent, that there is a big building boom on here. It is undoubtedly true that a big business is being done in this city, but the rivalry for trade is so keen that many firms are doing business at a loss.

C. P. CROSBY

Manufacturer and Wholesaler
Wisconsin Hardwood Lumber
 RHINELANDER, WISCONSIN

BASSWOOD

1x6 & wider FAS, all 10 and 12 feet.....	20,000'
1" No. 1 & 2 Common, all 10 and 12 feet.....	28,000'
1" No. 1 Common & Btr., all lengths.....	45,000'
This would yield 1 car 10 & 12 ft. and two cars other lengths	
5 4" No. 1 Common & Btr.....	30,000'
6 4" All FAS.....	20,000'

Other items if you want them

Buskirk-Heyser Lumber Co.

High Grade, Soft Texture

West Va. and Southern

Hardwoods

MIXED CARS OF ANY KIND, GRADE OR
 THICKNESS FROM OUR

Distributing Yards: CINCINNATI, OHIO

Plain and Qtd. Red and White

Even **OAK** Soft
 Color AND OTHER Texture
 Hardwoods

Soft Yellow Poplar

MADE (MR) RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The
Mowbray & Robinson Co.
 (INCORPORATED)
 CINCINNATI, OHIO

LOUISVILLE—The Hardwood Gateway of the South

W. P. Brown & Sons Lumber Company

INCORPORATED

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GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

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FULTON, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR, ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

Norman Lumber Co.

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

"The Eyes of the World"

Were on the great Commonwealth
of Kentucky this month for the
great classic The Kentucky Derby

To the same extent that this event stands out and that
Kentucky excels in the appreciation of good horse flesh,
does our lumber stand out in quality and excel in the
satisfaction of our customers and to the same extent do
we appreciate your inquiries and orders.

R. R. May Hardwood Co.

1520 SOUTH SIXTH STREET

When in Need of Northern Hardwoods

WRITE

STEARNS & CULVER LUMBER CO.

L'ANSE, MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Michigan Hardwoods

Dry Stock May, 1922

BASSWOOD

1x6 FAS.....	80M
1x6½ to 11½ FAS.....	150M
1x11¾ & up FAS.....	40M
1x4 Clear.....	11M
1x5½ & up Selects.....	100M
1x7 & up No. 1 Common.....	100M
4/4 No. 2 Common.....	60M
4/4 No. 3 Common.....	20M

GRAY ELM

4/4 FAS.....	20M
1x10 & up FAS.....	40M
6/4 No. 1 Common & Better...	79M
10/4 No. 1 Common & Better...	21M

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Wishes to form a connection with a good southern mill with the idea of selling in the Columbus market and vicinity on a commission basis. Would like to connect with a mill handling all sorts of building lumber. Can give reference of highly satisfactory nature. Building in this community is on the boom and the opportunity is ripe for the right kind of connection. Address Box 873, care of HARDWOOD RECORD.

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FOR SALE

Two (2) cars 16/4 FAS. Cottonwood. Derry Lumber Co., Inc., Detroit, Mich.

FOR SALE

Standard and narrow gauge R. R. ties, posts, poles and piling. Serfas Lumber Co., Easton, Penna.

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4/4 No. 1 common white ash; 4/4 No. 2 common white ash; 4/4 No. 3 common white ash. Also a small quantity of 8/4 and 12/4 No. 1 common and better white ash. Cypress Lumber Co., Apalachicola, Fla.

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Poplar Bevel Siding
Poplar Lattice
Baled Shavings
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Highland Park, Ky.

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A treatise on the natural and artificial processes employed in the preparation of lumber for manufacture, with detailed explanations of its uses, characteristics and properties. Price Postpaid, \$5.00.

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21,172 ft. 1" FAS Qtr. Swd. White Oak.
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13,309 ft. 5/4 FAS Qtr. Swd. White Oak.
320 ft. 5/4 No. 1 C. Qtr. Swd. White Oak.
5,100 ft. 6/4 FAS Qtr. Swd. White Oak.
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This is a very choice lot of quartered oak. Address your inquiries to M. H. Schefft, Pur. Agt., G. C. Kuhlman Car Company, Cleveland, Ohio.

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FOR SALE

Oak and gum, ties, timbers, car material, bridge plank and structural stock. Sargent Lumber Co., Little Rock, Ark.

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1/8" and 1 1/16" Birch cut-downs.
We are continually accumulating 1/8" and 1 1/16" Birch cut-downs.

We can cut to desired sizes if a cut-down proposition.

Send us a list of your requirements for prices.

We have a car of 1/16" Birch chair seat stock 14" to 24" wide by 14" to 18" long. Dry stock, securely crated.

Write for prices and list of sizes.

KIEL WOODEN WARE CO.,

Mellen (Ashland Co.), Wisconsin.

FOR SALE

We offer the following band sawn dry West Virginia hardwoods, exceptionally well graded and manufactured:

8,000 ft. 6/4 No. 2 common and better hard maple.

21,814 ft. 6 1/4 1s & 2s hard maple.

19,000 ft. 6/4 No. 1 common and better hard maple.

33,000 ft. 6/4 No. 2 common hard maple.

4,500 ft. 4/4 1s & 2s soft maple.

1 car 5/4 No. 2 common and better soft maple.

22,000 ft. 4 1/4 No. 2 common and better hard maple.

5,000 ft. 4/4 No. 2 common and better soft maple.

36,000 ft. 4/4 No. 2 common soft maple.

1 car 4/4 No. 1 common and Sd. Wormy chestnut.

1/2 car 4/4 No. 2 common and better red oak.

We are prepared to name extremely low prices for quick sale. Butz Lumber Company, I. O. O. F. Building, Wilmington, Delaware.

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FOR SALE—CHAIR STOCK

Bone Air Dried.

30 M ft. 1"x1x square 20" long.

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Tennessee red cedar fence posts, either hewn or sawn four sides 4x4" and 5x5" tops, 7' to 10' long. Address Box 333, care HARDWOOD RECORD.

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FOR SALE

Band Sawmill six foot, complete in first-class condition. Address Box 877, care HARDWOOD RECORD.

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FOR SALE

New Circular Saw Mill, Capacity 20,000 feet per day, with Edger, trimmer and cut off, 150 H.P., Locomotive Boiler, 125 H. P. Engine, has been in use less than six months, all new and of the very best. Answer, P. O. 126, Frankfort, Indiana, located in Miss.

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Good circular sawmill, capacity about 20,000 feet daily, in excellent repair; gang edger, trimmer and cut-off, located near Buckhannon, West Virginia. Write for particulars. Address Box 879, care HARDWOOD RECORD.

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Sawmill, Clark R. H. 6 ft. band mill, model A8 for 10" saws, practically new, together with all equipment. All machinery is in first-class running condition just as it was when we completed our operation in February, 1922. Address Box 878, care HARDWOOD RECORD.

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One right-hand brand new modern 16-foot Veneer Saw with automatic set works and positive offset. Fixed for direct motor drive. The last word for veneer and thin lumber sawing. For particulars address Box 824, care Hardwood Record.

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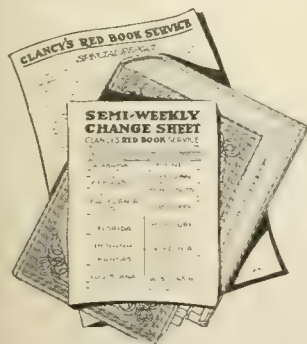
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NO. 2 C. & BTR., white, 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4, 8/4, 12/4, 16/4", reg. wdths. & lgths., 4 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 3 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., white, 4/4-12/4", reg. wdths. & lgths., 12 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

ALL GRADES, 4/4" & thicker. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 2 & 3, 5/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4, 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 3, 4/4", 4" & wdr., 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 & 3 C., 8/4, 10/4", reg. wdths. & lgths. GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., 4/4" & thicker, good wdths., 40% & btr., 14 & 16". H. A. HOOVER, South Bend, Ind.

NO. 1 C. & BTR., 6/4, 12/4", yr. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

ALL GRADES, 5/8", 16/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.

NO. 1 C. & BTR., 5/4"; NO. 2 & 3 C., 5/4", PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

LOG RUN, 4/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 C. & BTR., 10/4, 12/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4-8/4", reg. wdths. & lgths., 4-9 mrs. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 4-9 mos. dry; NO. 1 C., 4/4-12/4", reg. wdths. & lgths., 4-9 mos. dry; NO. 2 C., 4/4-8/4", reg. wdths. & lgths., 4-9 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

FAS, white, 4/4", northern stock tough texture, 4/4, 14" & up, std. lgths., 1-2 yrs. dry; NO. 1 C. & BTR., white, northern stock, tough texture, 4/4 to 16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/4", reg. wdths. & lgths., dry; NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

ALL GRADES, 4/4" & thicker. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1 & BTR., 5/4", winter-sawn, reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 2 C. & BTR., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FAS, 4/4"; NO. 1 C. & SEL., 4/4, 5/4"; NO. 2 C., 4/4"; NO. 3 C., 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

FAS & SEL., 4/4", 6" & up, reg. lgths., 10 mos. dry, 75% FAS; NO. 2 C., 4/4", reg. wdths. & lgths.; NO. 2 & BTR., 5/4", reg. wdths. & lgths., 10 mos. dry, 40-50% FAS. STEARNS & CULVER LBR. CO., L'Anse, Mich.

FAS, 4/4", 6 mos. dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

BEECH

NO. 2 C. & BTR., 4/4, 5/4". BIGELOW-COOPER CO., Bay City, Mich.

NO. 1 C. & BTR., 8/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

ALL GRADES, 4/4" & thicker. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 5/8, 10/4", 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

LOG RUN, 4/4, 5/4, 8/4, 10/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 60% FAS, 10/4, 12/4": NO. 1 C., 4/4", 5" & wider. BIGELOW-COOPER CO., Bay City, Mich.

SEL. & BTR., 4/4", 4" & wider, 4' & longer (5% 4 & 5", 2% 6"), 15 mos. dry; NO. 2 C., 4/4", 4" & wider, 4' & longer, 15 mos. dry; NO. 3 C., 4/4, 5/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4, 5/4"; SEL. & BTR., 8/4"; NO. 1 & BTR., 12/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 1 & BTR., 12/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 4/4, 6/4, 8/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 3/4, 4/4, 5/4, 6/4, 8/4", dry. MAISEY & DION, Chicago, Ill.

NO. 2 C., 4/4, 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

CLEAR, 1 & 2 face, 1x4", 12 mos. dry; CLEAR 1x4 & wider, 4' long; CLEAR 1 & 2, face, 1"x4" & wider, 6' long. THUNDER LAKE LBR. CO., Rhinelander, Wis.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths., yr. dry; NO. 1 C. & BTR., 8/4-10/4", reg. wdths. & lgths., 10 mos. dry, 60-70% FAS. STEARNS & CULVER LBR. CO., L'Anse, Mich.

FAS, 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

ALL GRADES, 4/4" & thicker. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

COTTONWOOD

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., 4 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

BX. BDS., 4/4", 9 to 17", bone dry; FAS, 4/4", 6 to 17", bone dry; NO. 1 C., 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. wdths. & lgths.; NO. 3 C. & BTR., 8/4", reg. wdths. & lgths. GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 4/4"; COM. & BTR., 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C. & BTR., 5/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

CYPRESS

NO. 1 C., 4/4", 6, 8, 10, 12"; NO. 2 C., 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 1 SHOP, 4/4", reg. wdths. & lgths.; NO. 1 SHOP & BTR., 5/4, 8/4", reg. wdths. & lgths. GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 8/4; SEL., 5/4, 8/4"; NO. 1 C., 8/4". HOLLISTER-FRENCH LBR. CO., So. Bend, Ind.

NO. 1 SHOP, 4/4". KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., st. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Memphis, Tenn.

ELM—SOFT

NO. 2 C. & BTR., 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., 3 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., 4/4"; NO. 3 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 60% FAS, 12/4"; NO. 1 C. & BTR., 40% FAS, 6/4"; NO. 1 C. & BTR., 4/4". BIGELOW-COOPER CO., Bay City, Mich.

NO. 1 C. & BTR., 4/4, 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4"; NO. 1 C. & BTR., 8/4, 10/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

FAS, 4/4", reg. wdths. & lgths., yr. dry; NO. 2 & BTR., 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., yr. dry; NO. 3, 6/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

COM. & BTR., 4/4-12/4", reg. wdths. & lgths., dry. H. A. HOOVER, South Bend, Ind.

NO. 1 C. & BTR., 8/4, 10/4, 12/4"; NO. 3 C., 4/4, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4/4"; NO. 3 C., 4/4"; NO. 2 C. & BTR., 8/4", very wide. MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR. (50-60% FAS), 4/4-8/4" reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

ELM—ROCK

NO. 2 C. & BTR., 4/4, 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

ALL GRADES, 4/4" & thicker. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

GUM—QUARTERED RED

FAS, 4/4", reg. wdths. & lgths., dry; NO. 1 C., 4/4", reg. wdths. & lgths., dry. MOSSMAN LBR. CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 5/4, 6/4, 8/4", reg. wdths. & lgths., SND., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 1 C., 4/4", reg. wdths. & lgths. GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., qtd., 4/4, 5/4, 6/4". GRISMORE-HYMAN CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS & NO. 1 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., qtd. & pl. black, 4/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS, black, 4/4", 9" & up; FAS, tupelo, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

COM. & BTR., tupelo, 4/4". BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

COM. & BTR., pl. & qtd., 4/4-12/4", 40% & btr. 14 & 16", dry. H. A. HOOVER, South Bend, Ind.

NO. 1 C., FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

HARDWOODS FOR SALE

NO. 2 C. & BTR., pl. & qtd. black, 4/4".
L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., pl. & qtd. black, 4/4".
PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

HICKORY

NO. 2 C. & BTR., 8/4, 10/4", reg. wdths. & lgths., yr. dry; NO. 2 C. & BTR., pecan, 8/4", reg. wdths. & lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., pecan, 6/4, 8/4". BELL-GRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 6/4, 8/4, 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 & BTR., 6/4 & 10 4", 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

LOCUST

NO. 2 C. & BTR., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

MAGNOLIA

NO. 1 & 2 C., 4/4, 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & SELS., 5/4, 6/4"; NO. 1 C. & BTR., 50% FAS, 8/4", 14/4"; NO. 1 C. & BTR., 65% FAS, 12/4"; NO. 1 C. & BTR., 70% FAS, 16/4". BIGELOW-COOPER CO., Bay City, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4/4", 6" & wider, 8' & longer, 15 mos. dry; SEL. & BTR., 5/4", 4" & wider, 6' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 8/4, 10/4"; NO. 1 C. & BTR., 12/4". CHAS. W. FISH LBR. CO., Elcho, Wis.

NO. 3, 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; NO. 1 C. & BTR., qtd., 4/4, 5/4, 6/4, 8/4"; END PILED, white, 5/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 12/4", 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

NO. 3 C., 6/4, 8/4", 10/4". SEL., NO. 1 & 2 C., 5/4, 6/4"; NO. 1 C. & BTR., 12/4"; NO. 2 C. & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 & BTR., 8/4, 10/4"; NO. 1 & 2 C., 4/4". THUNDER LAKE LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., 4/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

LOG RUN, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

COM. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

LOG RUN, 12/4", reg. wdths. & lgths., dry. MOSSMAN LBR. CO., Memphis, Tenn.

SEL. & BTR., 4/4", 6" & wider, reg. lgth., 10 mos. dry, 70-80% FAS; NO. 1 & 2 C., 4/4", reg. wdths. & lgths., 10 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 2 & BTR., 4/4". THUNDER LAKE LBR. CO., Rhinelander, Wis.

OAK—PLAIN RED

NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", 3 mos. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8, 4/4", 12" & up, reg. lgths., dry; FAS, 4/4", 10" & up, reg. lgths., dry; FAS, 4/4", reg. wdths. & lgths., dry; NO. 1 C., 5/8", reg. wdths. & lgths., dry. MOSSMAN LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C., 1/2". PANOLA LBR. MFG. CO., Memphis, Tenn.

FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 C. & NO. 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C. & BTR., 4/4", yr. drv. J. T. KITCHEN LBR. CO., Columbus, Ind.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4, 6/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 C. & NO. 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., yr. drv. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 5/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, 5/8, 4/4, 6/4"; NO. 1 C., 4/4, 5/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 1 C. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 5/8, 4/4, 5/4", yr. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

NO. 1 & 2 C., 4/4, 5/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

CLEAR STRIPS, 4/4-3", 4" & 5"; COM. & BTR., 4/4", 1 1/2-2 1/2"; COM., 4/4", 1 1/2-2 1/2". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, 5/8, 3/4", 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 5/8, 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

ALL GRADES, 4/4" & thicker. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1 C. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

POPLAR

FAS, 4/4, 5/4, 6/4"; NO. 1 C. & SELS., 4/4, 5/4, 6/4"; NO. 2 A. COM., 4/4, 5/4". BLAIR LBR. CO., Chattanooga, Tenn.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

BX. BDS., 4/4", 9-17", reg. lgths., 6 mos. dry. BARR-HOLADAY LBR. CO., Greenfield, O.

ALL GRADES, 4/4" & thicker. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1 C. & BTR., 5/8, 4/4, 6/4, 8/4". MAISEY & DION, Chicago, Ill.

NO. 2 B. COM. & BTR., 4/4, 5/4, 6/4 & 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS & NO. 1 C., 16/4": FAS, SND, 4/4, 8/4, 12/4". JOHN I. SHAFER HDWD. CO., South Bend, Ind.

FAS, 4/4, 8/4"; SAPS & SELS., 4/4"; NO. 1 C., 5/8"; NO. 1 C., 4/4", 10" & wider. WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

SYCAMORE

NO. 2 & 3, 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

LOG RUN, 4/4", reg. wdths. & lgths. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/8, 4/4, 5/4", 6 mos. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

LOG RUN, 6/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

WALNUT

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 1/2, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4; SELS., 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

HARDWOODS FOR SALE

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4, 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13' long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig. 6-16' long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3-16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

MAHOGANY

SHEET STOCK, sliced, 1/16, 6-20, 10-16". J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SLICED, 1/28; SAWED, 1/8. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

EVERYTHING in African mahogany veneer, plain, striped, mottled. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C., Jamestown, N. Y.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8/30" wide, 4-10" long. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches, 28 E. Jackson, Chicago, Ill.; 41st &

6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SEAT STOCK, 1/8". R. C. CLARK VENEER CO., 1650 Besley Court, Chicago

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4", 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

EVERYTHING in poplar veneers, dimension & sheet stock, 1/40, 1/32, 1/28, 1/24, 1/20, 1/16, nothing thicker than 1/8. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

SPRUCE

SHEET STOCK, rotary cut, 3/16, 12-37, 50-74. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

WALNUT

SHEET STOCK, sliced, 1/28", 6-12. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

EVERYTHING in walnut veneers. Butts, sliced, half round, rotary cut. WILLIAMSON VENEER CO. MILLS, Baltimore, Md. Sales Branches: 28 E. Jackson Blvd., Chicago; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

CROSS BANDING AND BACKING

BIRCH

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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THREE PLY, 1/4", G1S, stock sizes, & 1/4", G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

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THREE PLY, drawer bottoms; also THREE PLY door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE & FIVE PLY, 1/4, 5/16, 3/8, stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY, 1/4", G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

FIR

DRAWER BOTTOMS, THREE PLY; also DOOR PANELS; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

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THREE PLY, drawer bottoms, sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 5/16", G1S, stock sizes; THREE PLY, qtd. red, 1/4", G1S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

"A" GRADE, figured, all thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

THREE & FIVE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8", G2S, stock sizes; THREE PLY, qtd. white, 1/4", G1S, G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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"A" GRADE, all sizes & thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

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Manufacturers of

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Annual Capacity, 150,000,000 Feet
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(*See page 1)

3/4 to 6 1/4 Sound Wormy Oak

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Prompt Shipment

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Manufacturer, Greenfield, OHIO

OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak

These are a few of the many species
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Columbus, Ohio

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13 Band Mills—6 Planing Mills—11 Flooring Units

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9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

Farris Hardwood Lumber Co.

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(*See page 1)

Goodlander-Robertson Lumber Co.

Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 17)

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Hoffman Brothers Company

Manufacturer

Ft. Wayne, Ind.

J. M. Jones Lumber Company

Manufacturers and Wholesalers of

BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber

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Band Saw Operators in Southern Hardwoods
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(*See page 15)

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Manufacturer, Memphis TENNESSEE

(*See page 53)

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Manufacturer and Dealer in All Kinds of Hardwood
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(*See page 57)

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(*See page 19)

Pritchard-Wheeler Lumber Co.

Manufacturers Band Sawed Hardwood Lumber and
Quartered Oak, Ash and Gum
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Manufacturers of Hardwood Lumber
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Specialties

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C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
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(*See page 65)

Salt Lick Lumber Company

Hardwood Manufacturer
Salt Lick, Kentucky

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BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

Von Platen-Fox Co.

Manufacturers of

Fine Northern Basswood
Birch, Elm and Maple Lumber

FOR SALE—HARD MAPLE

1x4" Sap Strips 32,000'	10/4" No. 1 Common.... 50,000'
5/4" No. 1 Common...200,000'	12/4" No. 1 & Better....100,000'
6/4" No. 2 Common....100,000'	12/4" No. 1 Common.... 25,000'

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Building

CHICAGO OFFICE
1329 Peoples Gas Building

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

4/4 FAS 150,000'

Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.

4/4 No. 1 Com. & Selects..... 150,000'

Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

6/4 No. 1 Com. & Bet..... 75,000'

5/4 No. 1 Com. & Bet..... 40,000'

Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

4/4 Log Run One Car

SOUTHERN SOFT MAPLE

5/4 Log Run 100,000'
(Worm holes no defect)

10/4 Log Run 100,000'
(Worm holes no defect)

PLAIN RED OAK

5/4 Common & Select..... 60,000'

PLAIN SAP GUM

5/8 FAS 150,000'

PLAIN SYCAMORE

5/8 No. 2 Com. & Bet..... 100,000'

6/4 No. 1 Com. & Bet..... 100,000'

Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

5/4 No. 1 Com. & Bet..... 150,000'

Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

8/4 No. 2 Com. & Bet..... 200,000'

6/4 No. 2 Com. & Bet..... 100,000'

10/4 No. 2 Com. & Bet..... 20,000'

12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move

4/4 No. 1 Common 200,000'

5/4 FAS 40,000'

6/4 No. 1 Com. & Bet..... 100,000'

8/4 No. 1 Com. & Bet..... 50,000'

All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



Vestal

for Appalachian Hardwoods

NO FLOODS

Our band mills are uninterrupted by floods or other hazards and are now busy cutting a full line of the splendid hardwoods for which this region is famous. The hardwoods of East Tennessee are granted unquestioned supremacy by buyers who appreciate mellow texture, uniform color and thoroughly dependable supply.

There are many reasons why buyers will profit by thoroughly acquainting themselves with the wonderful hardwood resources of this region, to which end this organization, offering soft textured oak, poplar, black walnut, Tennessee red cedar and other species, is in position to give a valuable measure of co-operation.

**VESTAL
LUMBER AND MFG.
COMPANY
KNOXVILLE, TENNESSEE**



Hardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, JUNE 10, 1922

Subscription \$2
Vol. LIII, No. 4

TO ALL HARDWOOD LUMBER MANUFACTURERS

AT the epoch making conference of lumber manufacturers with Secretary Hoover, called by the National Lumber Manufacturers' Association of Washington, D. C., and held May 22nd to 25th, to consider the subject of simplification, standardization, and trade practices in the lumber business, the representatives of the lumber manufacturing industry of the United States, including all varieties of woods, enthusiastically endorsed the constructive program outlined by Secretary Hoover.

A formal statement issued by the Department of Commerce discussing the results of the conference follows:

"The hope of the department in calling this preliminary conference was provision of a system throughout the country for inspection and guarantee of the quality, quantity and grade of lumber with a view to affording all possible protection to the consuming public; that ways would be found to simplify the dimensions of lumber and secure the right proportion of lumber to different types of consumers with a view to eliminate waste, decreasing cost of distribution, and to see that agencies for accomplishing these purposes should be sent up by the lumber industry itself.

"The Secretary of Commerce proposed that a national system of inspection and certification should be created by the industry to embrace all of the lumber trade; that descriptions of the different species of lumber as to grade and quality should be made as uniform as possible throughout the country; that the inspection service should be open to consumers in settlement of all disputes; and that, in order to better establish the reputation of American lumber products abroad, this system of inspection and certification should be extended to foreign countries."

In the nature of things the program outlined at this conference cannot be formulated and put into effect without setting up adequate machinery. It will be noted that the Hoover conference selected the National Lumber Manufacturers' Association as the broad and adequate vehicle by means of which and through which the constructive suggestions adopted by the conference could be put into motion. In order to adequately safeguard the interests of hardwood manufacturers, it is apparent

that the industry must organize itself in such way that it may not only participate but will have proper representation in these future conferences.

Hardwood lumber manufacturers must not omit to take advantage of the opportunity to co-operate in constructive accomplishment in the same way that the manufacturers of all other woods have signified their willingness to do. The Associations composed of the manufacturers of pine, fir, redwood, in fact, all other woods, are fully alive to the high importance of the situation, and are preparing to make full contribution to the success of the program.

The hardwood manufacturers have labored under handicaps to which other groups of manufacturers have not been subjected. Their failure to keep the hardwood industry fully abreast of the movement would seriously interfere with the progress thereof, success depending in large measure upon efficient co-operation by all elements of the entire lumber manufacturing industry throughout the whole of the United States.

It is unthinkable that the hardwood manufacturers will fail to rise to the necessities of the situation at the inception of an era which is so full of promise of constructive accomplishment.

Now is the time for all hardwood lumber manufacturers to fully co-operate and to stand shoulder to shoulder for the constructive principles hereinbefore outlined, securing thereby an economic and scientific system of lumber classification, closer co-operation with the consumers of hardwoods, the minimization of waste and the elimination of objectionable practices and merchandising methods against which lumber manufacturers have so long vainly fought.

The Hoover Washington Standardization Conference went on record to the effect that manufacturers should make the rules, giving due consideration to the consumer, and we were given to understand by Secretary Hoover that if we did not voluntarily simplify and standardize rules, sizes and trade practices, that there would be federal interference.

For the purpose of carrying out the plans of the conference in line with Secretary Hoover's thought, it is deemed essential that all hardwood manufacturers be brought into one National organization, and to that end a meeting of all manufacturers is hereby called to assemble at the **Henry Watterson Hotel, Louisville, Ky., June 15, 16 and 17, 1922**, and to there remain in session until the purposes of the meeting have been accomplished.

Continued on Page 15

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

SOUTHERN HARDWOODS

Manufacturers and Wholesalers
of



HARDWOOD DEPARTMENT

LOUISIANA RED CYPRESS COMPANY 218-221 BANK OF
COMMERCE BLDG.
MEMPHIS, TENNESSEE

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

BASSWOOD

1x4" 4 to 16' Clear.....	50 M
1x5" 4 to 16' Clear.....	60 M
1x6" & Wdr. 8 to 16' FAS.....	175 M
1x11" & Wdr. 8 to 16' Box Boards.....	100 M
1x4" & Wdr. 4 to 16' No. 1 Common.....	300 M
1x4" & Wdr. 4 to 16' No. 2 Common.....	225 M
5 4x6" & Wdr. 8 to 16' FAS.....	175 M
5 4x4" & Wdr. 4 to 16' Select White Piano Key Stock.....	150 M
5 4x4" & Wdr. 4 to 16' No. 1 Common.....	400 M
5 4x4" & Wdr. 4 to 16' No. 2 Common.....	75 M
6 4x6" & Wdr. 8 to 16' FAS.....	90 M
6 4x4" & Wdr. 4 to 16' No. 1 Common.....	225 M
6 4x4" & Wdr. 4 to 16' No. 2 Common.....	175 M
8 4x6" & Wdr. 8 to 16' FAS.....	90 M
8 4x4" & Wdr. 4 to 16' No. 1.....	175 M
8 4x4" & Wdr. 4 to 16' No. 2.....	115 M
10 4" & Wdr. 4 to 16' No. 2 & Better.....	85 M
12 4" & Wdr. 4 to 16' No. 2 & Better.....	65 M
14 4" & Wdr. 4 to 16' No. 2 & Better.....	45 M
16 4" & Wdr. 4 to 16' No. 2 & Better.....	20 M

We specialize in thin Basswood for trunk and other purposes, supplying
stock S1 or 2S to 1 8, 3 16, 1 4, 5 16, 3 8, 7 16, 1 2, etc.

SAWYER GOODMAN

COMPANY

MARINETTE, WIS.

MANUFACTURERS



Buy and sell Hardwoods in Buffalo
where 60 to 70,000,000 feet are carried at
all times. Shipments can move quickly to
and from Buffalo by rail, lake or barge canal

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plane & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres.

M. M. Wall, Treas.

T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

SOUTH BEND-IND.

HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

South Bend's splendid location and diversified stocks, make it the logical place to buy in

SOUTH BEND'S exceptional rail, mail and wire facilities constitute a real service to buyers. South Bend hardwood firms are sound, conservative and dependable. The Cyrus C. Shafer Lumber Company from its concentrating yards at Cairo, Ill., and Troy, Tenn., is in position to give exceptional service and dependable grades. This concern makes a specialty of heavy Oak, and always carries large stocks to insure lumber suitable for immediate use.

Buy from South Bend firms and get the best in service and quality.

CYRUS C. SHAFER LUMBER CO.

Main Office: South Bend, Indiana

Concentrating Yards:

Cairo, Illinois, and Troy, Tennessee

HEAVY OAK IS OUR SPECIALTY

RED and SAP GUM

The Soft Delta Kind. All thickness and grades.
WRITE

The Hyde Lumber Co.

Charles O. Maus Lumber Co.

Southern Hardwoods

GUM AND BIRCH A SPECIALTY

Hollister—French Lumber Co.

**CYPRESS AND
HARDWOODS**

HARRY H. MAUS

SERVICE

Northern and Southern Hardwoods

John I. Shafer Hardwood Co.

Service Yard at Logansport, Ind.

Mill at Crawfordsville, Ind.

The E & W Lumber Company

**NORTHERN and SOUTHERN
HARDWOODS**

MILL: EDWARDSBURG, MICHIGAN

The Woodruff-Powell Lumber Co.

SPECIALIZING IN

POPLAR and WALNUT

St. Joseph Valley Lumber Co.

KOSCIUSKO, MISSISSIPPI, AND
SOUTH BEND, INDIANA

HARDWOODS AND YELLOW PINE

H. A. HOOVER

Manufacturer and Wholesaler

Northern and Southern Hardwoods

THICK STOCK A SPECIALTY

THE FULLERTON POWELL HARDWOOD LUMBER CO.

Manufacturers Indiana Hardwoods

BAND MILL, LAPORTE, INDIANA

The Powell-Myers Lumber Co.

MANUFACTURERS

Native Hard and Softwoods

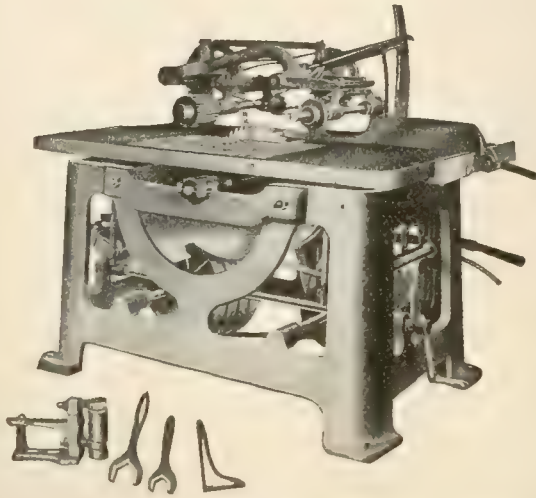
Band sawn pattern stock—Furniture & vehicle dimension

→ For Greatest Range of Uses ←

and

Easiest Handling

buy the



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Hoosier Self-Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured Exclusively by

THE SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA

When You Buy a Grand Rapids Vapor Kiln You Are Not Buying An Experiment

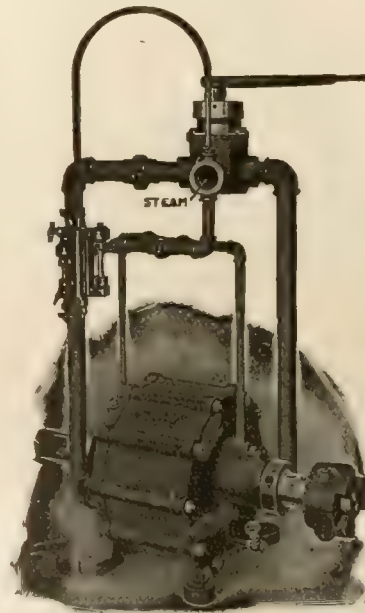
Ours is a Kiln designed and operated under the direction of Practical woodworkers with over 35 years of successful experience.

Let Us Help You Solve Your Problem

GRAND RAPIDS VAPOR KILN

GRAND RAPIDS, MICHIGAN

Western Vapor Kiln Co., Seattle, Wash.



On the **SAWYER**

depends the getting out of lumber at least cost.

Give him a

SOULE STEAM-FEED

and he will cut more lumber with the same payroll.

CATALOG H TELLS HOW
WRITE FOR IT

SOULE STEAM FEED WORKS

Box 352

MERIDIAN, MISS.



Figured Gum

UNUSUAL FIGURE,
CONTRASTING COLORS,
CLEAN WOOD —

SUCH QUALITIES MAKE
N-B-FIGURED GUM
SO DESIRABLE FOR BEDROOM FURNITURE



NICKEY BROTHERS, INC.
MEMPHIS, TENN.

MEMPHIS

WHITE ASH

	Memphis	New Orleans
4 1/4" Select & Btr., 6-9", 8-10"	15,000'	25,000'
4 1/4" Select & Btr., 6-9", 8-16"	24,000'	75,000'
4 1/4" Select & Btr., 6-7", 8-16"		12,500'
5 1/4" Select & Btr., 6-9", 8-10"	10,000'	13,500'
5 1/4" Select & Btr., 6-9", 8-16"	14,600'	22,000'
6 1/4" Select & Btr., 6-9", 8-16"	21,500'	27,400'
6 1/4" Select & Btr., 6-9", 8-16"	29,400'	44,500'
10 1/4" Select & Btr., 6" up, 8-16"	45,000'	33,200'
12 1/4" Select & Btr., 6" up, 8-16"	35,000'	45,000'
16 1/4" Select & Btr., 6" up, 8-16"	19,000'	7,500'
20 1/4" Select & Btr., 6" up, 8-16"	4,500'	1,500'
4 4-8 1/4" Clear Strips, 2 1/2"-5 1/2"	22,000'	15,500'
3 1/4" Select & Btr., 10-12", 8-16"	15,000'	10,500'
5 1/4" Select & Btr., 10-12", 8-16"	7,500'	9,500'
6 1/4" Select & Btr., 10-12", 8-16"	9,000'	7,850'
6 1/4" Select & Btr., 10-12", 8-16"	15,500'	21,500'
4 1/4" Select & Btr., 12" up, 8-16"	10,000'	5,500'
5 1/4" Select & Btr., 12" up, 8-16"	5,800'	5,000'
6 1/4" Select & Btr., 12" up, 8-16"	10,500'	5,200'

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

QUARTERED WHITE OAK

1 1/2" No. 2 Com. & Btr.	25,000'
1 1/2" No. 1 Common	25,000'
1 1/2" No. 1 Common	14,000'

PLAIN WHITE OAK

1 1/2" No. 1 Common	183,000'
1 1/2" No. 2 Common	100,000'

PLAIN RED OAK

1 1/2" No. 1 Com. & Btr.	50,000'
1 1/2" No. 1 Common	15,000'
1 1/2" No. 2 Common	61,000'
1 1/2" No. 2 Common	79,000'
1 1/2" Sound Wormy	16,000'

CYPRESS

1 1/2" No. 1 & 2s	16,000'
1 1/2" Selects	36,000'
1 1/2" No. 1 Shop	60,000'
4 1/4" Nos. 1 & 2 Com.	250,000'

QUARTERED RED GUM

5 1/4" No. 1 Com. & Btr.	50,000'
6 1/4" No. 1 Com. & Btr.	100,000'
8 1/4" No. 1 Com. & Btr.	60,000'

PLAIN SAP GUM

5 1/2" No. 1 Com. & Btr.	28,000'
1 1/2" No. 2 Common	60,000'
1 1/2" No. 3 Common	60,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

QUARTERED WHITE OAK

1 1/2" No. 2 Common	15,000'
1 1/2" No. 1 Common	25,000'

PLAIN WHITE OAK

4 1/2" No. 1 Common	25,000'
1 1/2" No. 1 Common	25,000'

PLAIN RED OAK

1 1/2" No. 1 Common	15,000'
1 1/2" No. 2 Common	50,000'
1 1/2" Sound Wormy	50,000'
1 1/2" No. 2 Common	25,000'

PLAIN RED GUM

3 1/4" No. 1 Com. & Btr.	15,000'
1 1/2" No. 1 Com. & Btr.	50,000'
5 1/2" No. 1 Com. & Btr.	15,000'

PLAIN SAP GUM

1 1/2" No. 1 Common	25,000'
1 1/2" No. 1 Common	150,000'

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

WHITE ASH

1x10" & up 1s & 2s	5,000'
5 1/4x10" & up 1s & 2s	4,000'
6 1/4x10" & up 1s & 2s	7,000'
8 1/4x10" & up 1s & 2s	20,000'
10 1/4x10" & up 1s & 2s	7,000'
4 1/4x6" & up 1s & 2s	85,000'
5 1/4x6" & up 1s & 2s	30,000'
6 1/4x6" & up 1s & 2s	45,000'
8 1/4x6" & up 1s & 2s	60,000'
10 1/4" Com. & Btr.	125,000'
12 1/4" Com. & Btr.	25,000'
16 1/4" Com. & Btr.	15,000'
4 1/4" No. 1 Common	50,000'
5 1/4" No. 1 Common	72,000'
6 1/4" No. 1 Common	40,000'

8 1/4" No. 1 Common

8 1/4" No. 1 Common	200,000'
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4 1/4" No. 2 Common

4 1/4" No. 2 Common	25,000'
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6 1/4" No. 2 Common

6 1/4" No. 2 Common	10,000'
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8 1/4" No. 2 Common

8 1/4" No. 2 Common	53,400'
---------------------	---------

10 1/4" No. 2 Common

10 1/4" No. 2 Common	13,905'
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12 1/4" No. 2 Common

12 1/4" No. 2 Common	8,000'
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16 1/4" No. 2 Common

16 1/4" No. 2 Common	6,000'
----------------------	--------

4 1/4" C. & B., Sd. Wmy.

4 1/4" C. & B., Sd. Wmy.	10,000'
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5 1/4" C. & B., Sd. Wmy.

5 1/4" C. & B., Sd. Wmy.	10,000'
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Special Price

ASH

4 1/4" 1s & 2s, all 8-10"	2 cars
5 1/4" 1s & 2s, all 8-10"	1 car
8 1/4" 1s & 2s, med. text.	3 cars
8 1/4" No. 1 C., med. text.	3 cars

Thompson-Katz Lbr. Co.

COTTONWOOD

4 1/4" FAS, Incl BB.	1 car
4 1/4" Com. & Btr.	1 car

Guaranteed to contain:

1 1/2" FAS and	
2 1/2" Box 1 car	
No. 1 Com. & Sel.	

QTD. RED GUM

4 1/4" No. 1 Com. & Btr.	1 car
--------------------------	-------

Containing approximately:

10,000' FAS	
5,000' No. 1 Com. & Sel.	

(This is Mississippi Delta Stock

& also contains some Fig. Stock)

BLACK GUM

5 1/4" Com. & Btr.	1 car
--------------------	-------

QTD. RED GUM

8 1/4" No. 1 Com. & Btr.	1 car
--------------------------	-------

Containing approximately:

10,000' FAS	
7,000' No. 1 Com. & Sel.	

(This is Mississippi Delta Stock

& contains some Figured Stock)

QTD. RED GUM, SND.

5 1/4" FAS	3 cars
(Mississippi Delta Stock)	
8 1/4" No. 1 Com. & Sel.	2 cars

(Mississippi Delta Stock)

8 1/4" Com. & Btr. 5 cars

FAS & Common

(This is Arkansas Stock)

SOFT TEXT. TENN. STOCK

POPULAR

4 1/4" No. 2 A & B Com.

2 cars

Approximately 50% each grade

8 1/4" Running approximately.

1,000' FAS

4,000' Saps & Selects

6,000' No. 1 Common

2,500' No. 2 Common

1 1/2" No. 1 Common 1 car

8 1/4" No. 1 Common 1 car

SYCAMORE

Tennessee Stock

4 1/4" No. 2 Com. & Btr. 1 car

Louisiana Red Cypress Co.

ASH

4 1/4" FAS	19,000'
4 1/4" No. 1 Common	24,000'
4 1/4" No. 2 Common	16,500'

5 1/4" FAS

5 1/4" No. 1 Common	53,800'
---------------------	---------

5 1/4" No. 2 Common

5 1/4" No. 2 Common	57,000'
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6 1/4" FAS

6 1/4" No. 1 Common	14,000'
---------------------	---------

6 1/4" No. 2 Common

6 1/4" No. 2 Common	80,000'
---------------------	---------

8 1/4" No. 1 Com. & Btr.

8 1/4" No. 1 Com. & Btr.	155,000'
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10 1/4" No. 1 Com. & Btr.

10 1/4" No. 1 Com. & Btr.	12,000'
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12 1/4" No. 1 Com. & Btr.

12 1/4" No. 1 Com. & Btr.	22,500'
---------------------------	---------

CYPRESS

4 1/4" FAS	78,000'
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4 1/4" Select

4 1/4" Select	64,800'
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4 1/4" No. 1 Shop

4 1/4" No. 1 Shop	72,400'
-------------------	---------

5 1/4" FAS

5 1/4" FAS	19,000'
------------	---------

5 1/4" Select

5 1/4" Select	27,800'
---------------	---------

5 1/4" No. 1 Shop

5 1/4" No. 1 Shop	32,400'
-------------------	---------

5 1/4" FAS

5 1/4" FAS	52,700'
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5 1/4" Select

5 1/4" Select	46,400'
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POPLAR

4 1/4" FAS	15,000'
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4 1/4" FAS, SND

4 1/4" FAS, SND	22,000'
-----------------	---------

4 1/4" No. 1 Common

4 1/4" No. 1 Common	95,000'
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5 1/4" No. 1 Common

5 1/4" No. 1 Common	39,000'
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6 1/4" No. 1 Common

6 1/4" No. 1 Common	17,000'
---------------------	---------

TENNESSEE RED CEDAR

4 1/4" No. 1 Com. & Btr. 90,000'

PLAIN WHITE OAK

4 1/4" No. 1 Common	22,000'
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4 1/4" No. 2 Common

4 1/4" No. 2 Common	53,000'
---------------------	---------

6 1/4" No. 1 Common

6 1/4" No. 1 Common	52,000'
---------------------	---------

8 1/4" FAS

8 1/4" FAS	17,000'
------------	---------

8 1/4" No. 1 Common

8 1/4" No. 1 Common	31,000'
---------------------	---------

PLAIN RED OAK

4 1/4" FAS	21,000'
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4 1/4" No. 1 Common

4 1/4" No. 1 Common	15,000'
---------------------	---------

5 1/4" No. 1 Common

5 1/4" No. 1 Common	65,000'
---------------------	---------

6 1/4" No. 1 Common

6 1/4" No. 1 Common	28,000'
---------------------	---------

8 1/4" No. 1 Common

8 1/4" No. 1 Common	37,000'
---------------------	---------

QUARTERED WHITE OAK

4 1/4" Clear Strips	22,000'
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4 1/4" No. 1 Common

4 1/4" No. 1 Common	38,000'
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5 1/4" No. 1 Common

5 1/4" No. 1 Common	48,000'
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6 1/4" FAS

6 1/4" FAS	10,000'
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6 1/4" No. 1 Common

6 1/4" No. 1 Common	11,000'
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Welsh Lumber Company

WHITE ASH

1 1/2" No. 2 Common	65,000'
5 1/4" No. 1 Common	90,000'
5 1/4" No. 2 Common	40,000'
8 1/4" No. 1 Common	14,000'

COTTONWOOD

1 1/2" FAS	260,000'
4 1/4" Box Bds., 9-12"	50,000'
5 1/4" FAS	115,000'
5 1/4" No. 1 Common	115,000'

PLAIN SAP GUM

5 1/2" FAS	50,000'
5 1/4" No. 1 Common	30,000'
5 1/4" No. 2 Common	30,

MEMPHIS

QUARTERED WHITE OAK

1 1/2" FAS 6" & up	15,000'
1 1/2" FAS 6" & 7"	15,000'
1 1/2" No 1 Com & Sel	15,000'
1 1/2" No 1 Com. & Sel	15,000'
1 1/2" No 2 Common	15,000'
1 1/2" No 2 Common	15,000'

PLAIN WHITE OAK

1 1/2" FAS	15,000'
1 1/2" FAS 12"	25,000'
1 1/2" FAS 8-10"	15,000'
1 1/2" No 1 Com. & Sel.	25,000'
1 1/2" No 1 Com. & Sel.	25,000'
1 1/2" No 1 Com. & Sel.	25,000'
1 1/2" No 1 Com. & Sel.	25,000'

No 1 Common	15,000'
No 2 Common	15,000'
No 3 Common	30,000'

PLAIN RED OAK

5/4" FAS	15,000'
5/4" No 1 Com. & Sel.	40,000'
5/4" No 2 Common	15,000'
5/4" No 1 Com. & Sel.	23,000'
5/4" No 2 Common	14,000'

QUARTERED RED OAK

1 1/2" FAS	25,000'
1 1/2" No 1 Com. & Sel.	53,000'
1 1/2" No 1 Com. & Sel.	10,000'
1 1/2" No 2 Common	8,000'

QTD RED AND WHITE OAK

1 1/2" Select White	25,000'
1 1/2" Select White	50,000'
1 1/2" Select White	61,000'

Ferguson & Palmer Company

SAP GUM

5/8" FAS, 12", 3 mo.	200,000'
5/8" FAS, 12", 3 mo.	200,000'
5/8" No 1 C, 8", 3 mo.	200,000'
5/8" No 2 C, 8", 3 mo.	100,000'
5/8" No 1 C, 8", 6 mo.	275,000'
5/8" No 1 C, 8", 6 mo.	83,000'
5/8" No 1 C, 8", 6 mo.	50,000'
5/8" No 1 C, 8", 6 mo.	100,000'

QUARTERED RED GUM

4/4" No 1 C, 7 1/2", 4 mo.	100,000'
4/4" FAS, 8", 4 mo.	100,000'
4/4" No 1 C, 8", 4 mo.	200,000'

QUARTERED GUM, SND.

4/4" FAS 7 1/2", 4 mo.	50,000'
4/4" No 1 C, 7 1/2", 4 mo.	29,000'
4/4" FAS, 8", 6 mo.	13,000'
4/4" No 1 C, 8", 6 mo.	20,000'
4/4" FAS, 8", 6 mo.	100,000'
4/4" No 1 C, 8", 6 mo.	83,000'

PLAIN WHITE OAK

5/4" FAS, 10", 6 mo.	58,000'
5/4" No 1 C, 10", 6 mo.	100,000'

PLAIN RED OAK

5/4" FAS, 10", 6 mo.	58,000'
5/4" No 1 C, 10", 6 mo.	130,000'
5/4" FAS, 10", 6 mo.	32,000'

Chicago Lumber & Coal Co.

1817 N. PARKWAY, MEMPHIS
MAIN OFFICE.....St. Louis, Mo.
CHICAGO OFFICE.....Marquette Building
DETROIT OFFICE.....Book Building

5/4" No 1 Com. dry	1 car
5/4" No 2 Com. dry	1 car
QTD. RED GUM, S. N. D.	
4/4" FAS, 3 mo. dry	2 cars
4/4" No 1 C, 3 mo. dry	3 cars
4/4" FAS, 6 mo. dry	4 cars
4/4" No 1 C, 6 mo. dry	4 cars
10/4" FAS, 6 mo. dry	2 cars
10/4" No 1 C, 6 mo. dry	2 cars
PLAIN SAP GUM	
5/8" FAS, dry	6,000'
5/8" No 1 C, dry	20,000'
QUARTERED RED GUM	
4/4" FAS, 3 mo. dry	1 car
4/4" No 1 C, 3 mo. dry	3 cars
QTD. FIG. GUM	
4/4" FAS, 2 mos. dry	4,000'
4/4" No 1 C, 2 mo. dry	5,000'
QUARTERED RED GUM	
5/4" FAS, dry	4,000'
5/4" No 1 Com. dry	7,000'

8/4" FAS, 3 mo. dry	1 car
8/4" No 1 C, 3 mo. dry	3 cars
QUARTERED WHITE OAK	
4/4" FAS, 2 mos. dry	9,000'
4/4" No 1 Com. dry	100,000'
4/4" No 2 Com. dry	50,000'
5/4" FAS, dry	18,000'
5/4" No 1 Com. dry	80,000'
5/4" No 2 Com. dry	30,000'
PLAIN WHITE OAK	
4/4" FAS, dry	7,000'
5/4" No 1 Com. dry	20,000'
5/4" No 2 Com. dry	15,000'
QUARTERED RED OAK	
5/4" No 1 Com. dry	20,000'
5/4" No 2 Com. dry	5,000'
PLAIN RED OAK	
3/4" FAS, dry	4,000'
3/4" No 1 Com. dry	40,000'
3/4" No 2 Com. dry	20,000'
4/4" FAS, dry	15,000'
5/4" No 1 Com. dry	20,000'

RUSH LUMBER CO.

THOMPSON & DE FENELON

Quality
Hardwood Lumber

Mixed Cars Our Specialty
Kiln Dried or Air Dried

ALSO SURFACE AND RESAW

Office and Yard Mills
Memphis, Tenn. Louisiana and Arkansas

PLAIN SAP GUM

5/8" No 1 C&B, 13" up	20,000'
5/8" No 1 Com. & Btr.	30,000'
5/8" No 2 Common	25,000'
5/8" No 1 Common	30,000'
5/8" No 2 Common	20,000'
4 1/2" Panel & Wide No. 1	20,000'
4 1/2" Box Bds, 13-17"	50,000'
4 1/2" FAS, 13-17"	50,000'
5 1/2" FAS 15" & up	15,000'
5 1/2" No 1 Common	30,000'
5 1/2" No 2 Common	15,000'
5 1/2" No 1 Com. & Btr.	40,000'

QUARTERED SAP GUM

6 1/2" No 1 Com. & Btr.	25,000'
8 1/2" No 1 Common	10,000'
10 1/2" No 1 Com. & Btr.	15,000'

PLAIN RED GUM

1 1/2" No 1 Com. & Btr.	25,000'
1 1/2" No 1 Com. & Btr.	24,000'
1 1/2" No 1 Common	50,000'
1 1/2" No 2 Common	55,000'

5/4" No 1 Common	15,000'
5/4" No 2 Common	30,000'

QUARTERED RED GUM

4/4" No 1 Common	50,000'
4/4" No 1 Com. & Btr.	25,000'

PLAIN RED OAK

5/8" No 1 Com. & Btr.	20,000'
3/4" No 1 Com. & Btr.	40,000'
3/4" No 2 Common	15,000'
4/4" No 1 Common	100,000'
5/4" No 1 Com. & Btr.	20,000'
6/4" No 1 Common	15,000'

QUARTERED RED OAK

4/4" No 1 Common	100,000'
4/4" No 2 Common	30,000'
PLAIN WHITE OAK	
4/4" No 1 Common	100,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

Ready for Prompt Shipment

4/4 1st & 2nd Genuine Tupelo	5 cars
4/4 No. 1 Common Genuine Tupelo	5 cars
4/4 6 to 12" 1st & 2nd Cottonwood	3 cars
4/4 13" and wider 1st & 2nd Cottonwood	3 cars
8/4 Select Yellow Cypress	3 cars
6/4 Log Run Beech	1 car
6/4 Log Run Sycamore	1 car
6/4 Log Run Soft Maple	1 car

Delivered prices on these, or any other items of Southern Hardwoods or Cypress, submitted on request.

Baker-Matthews Lumber Co.

QTD. RED GUM, SND.	
5/4" 1s & 2s	13,000'
5/4" Com. & Btr.	13,000'
8/4" Com. & Btr.	50,000'

PLAIN SAP GUM

4/4" No 1 Com. & Sel.	15,000'
4/4" No 2 Common	30,000'
4/4" No 3 Common	30,000'
5/4" No 1 Com. & Sel.	50,000'
6/4" Com. & Btr.	35,000'

PLAIN RED GUM

4/4" No 1 Com. & Sel.	25,000'
5/4" No 1 Com. & Btr.	15,000'
6/4" No 2 Common	100,000'

QUARTERED RED GUM

4/4" No 1 Com. & Sel.	15,000'
5/4" No 1 Com. & Sel.	25,000'

6/4" 1s & 2s	40,000'
6/4" No 1 Com. & Sel.	100,000'

QUARTERED RED OAK

4/4" Com. & Btr.	30,000'
4/4" No 2 Common	55,000'

PLAIN WHITE OAK

3/4" 1s & 2s	15,000'
3/4" No 1 Com. & Sel.	15,000'
4/4" 1s & 2s	50,000'
5/4" 1s & 2s	12,000'
5/4" No 1 Com. & Sel.	35,000'
8/4" Log Run	15,000'

QUARTERED WHITE OAK

4/4" 1s & 2s	40,000'
4/4" No 2 Common	50,000'
4/4" C. & B. Strips	30,000'
6/4" No 1 & 2 Com.	35,000'
8/4" No 1 & 2 Com.	14,000'

Geo. C. Brown & Co.

PLAIN WHITE OAK	
5/8" Sel. & Btr.	15,000'
6/4" No 2 Common	20,000'

PLAIN RED OAK

6 1/2" 1s & 2s	5,000'
6 1/2" No 1 & No 2 Com.	140,000'
PLAIN MIXED OAK	
4/4" Sound Wormy	25,000'
1 1/2" No 1 Common	50,000'
1 1/2" Sound Wormy	50,000'
6 1/2" No 1 Common	50,000'

QUARTERED RED GUM

8 1/2" 1s & 2s	15,000'
4/4" No 1 Com. & Btr.	12,000'
1/4" No 1 Com. Fig.	7,000'

PLAIN RED GUM

5/8" No 1 Com. & Btr.	30,000'
4/4" No 2 Common	1,000'

CYPRESS

4/4" No 1 Sharp	20,000'
4/4" No 1 & No 2 Com.	130,000'
5/4" No 1 & FAS	35,000'
8/4" No 1 & No 2 Dim.	50,000'

PLAIN SAP GUM	
5/8" No 2 Com. & Btr.	61,000'
4/4" No 2 Common	100,000'
6/4" No 1 Com. & Btr.	62,000'
8 1/2" No 2 Common	20,000'

COTTONWOOD

5/8" No 2 Common	100,000'
4/4" Box Bds, 9-12"	100,000'
4/4" Box Bds, 13-17"	50,000'
1 1/2" 1s & 2s	80,000'
1 1/2" No 1 & No 2 Com.	345,000'
1 1/2" 1s & 2s	3,000'
8 1/2" Dog Bds	10,000'

WHITE ASH

4/4" No 1 Com. & Btr.	11,000'
5/4" No 2 & No 3 Com.	30,000'
8 1/2" Nos. 1, 2 & 3 Com.	48,000'

SOFT ELM

6 1/2" No 2 & No 2 Com.	100,000'
6 1/2" 4-8" Dog Bds.	50,000'

PLACK GUM

4/4" C&B., (Pl. & Qtd.)	12,000'
4/4" Log Run	10,000'

Mark H. Brown Lbr. Co.

HARDWOODS

MEMPHIS

PLAIN WHITE OAK

1/2" FAS	212,000'
5/8" FAS	231,000'
3/4" FAS	110,000'
4/4" FAS	66,000'
6/4" FAS	88,000'
4/4" No. 1 Common	190,000'
4/4" No. 2 Common	68,000'

PLAIN RED OAK

3/8" FAS	67,000'
1/2" FAS	69,000'
4/4" FAS	75,000'
5/8" No. 1 Common	56,000'
4/4" No. 1 Common	61,000'
5/8" No. 2 Common	169,000'

MIXED OAK

5/8" No. 3 Common	121,000'
4/4" No. 3 Common	311,900'

QUARTERED WHITE OAK

4/1" FAS	320,000'
6/1" FAS	77,000'
7/8" No. 1 Common	76,000'
4/4" No. 1 Common	543,000'
7/1" No. 1 Common	57,600'
6/4" No. 1 Common	72,000'
8/4" No. 1 Common	89,600'
1/4" No. 2 Common	236,000'

QUARTERED RED GUM

4/1" No. 1 Common	99,000'
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PLAIN RED GUM

5/8" FAS	100,000'
4/4" FAS	168,000'
4/4" No. 1 Common	114,000'

PLAIN SAP GUM

5/8" FAS	98,000'
1/4" FAS	306,000'
1/4" No. 1 Common	53,000'
3/4" No. 2 & 3 Com.	838,000'
4/1" No. 3 Common	67,000'

PLAIN WHITE OAK

1/2" FAS	126,000'
1/4" No. 1 Common	473,000'
4/4" No. 2 Common	32,000'
8/4" No. 1 Bldg. Plk.	133,000'

PLAIN RED OAK

4/4" FAS	63,000'
4/4" No. 1 Common	86,000'

MIXED OAK

4/4" No. 3 Common	267,000'
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QUARTERED RED GUM

5/4" FAS	71,000'
8/4" FAS	47,000'
5/1" No. 1 Common	164,000'
8/4" No. 1 Common	69,000'

PLAIN RED GUM

5/8" FAS	27,000'
4/4" FAS	31,000'
5/8" No. 1 Common	27,000'
4/4" No. 1 Common	180,900'

PLAIN SAP GUM

4/1" FAS	61,000'
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PLAIN WHITE OAK

3/4" No. 1 Common	25,000'
4/4" No. 1 Common	136,000'
5/4" No. 1 Common	32,000'
4/4" No. 2 Common	191,000'
5/4" No. 2 Common	222,000'
6/4" No. 2 Common	41,000'
8/4" No. 2 Common	27,000'
4/4" FAS, 9-12" BB.	118,000'
4/4" FAS, 13-17" BB.	58,000'

QUARTERED SAP GUM

5/4" FAS	108,000'
6/4" FAS	91,000'

SOFT ELM

6/4" Log Run	34,000'
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ASH

4/4" Log Run	56,000'
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CYPRESS

4/4" Log Run	114,000'
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Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

QUARTERED WHITE OAK

4/4" FAS	25,000'
4/4" No. 1 Common	45,000'
4/4" No. 2 Common	45,000'
5/4" FAS	14,000'
5/4" No. 1 Common	20,300'
6/4" FAS	11,000'
6/4" No. 1 Common	18,000'
8/4" FAS	4,000'
8/4" No. 1 Common	24,000'

QUARTERED RED OAK

4/1" FAS	15,000'
4/4" No. 1 Common	39,000'

PLAIN RED OAK

3/4" FAS	35,000'
4/4" Com. & Btr.	48,000'
4/4" Sound Wormy	65,000'
5/4" Com. & Btr.	44,000'
8/4" No. 1 Common	11,000'

SYCAMORE

4/4" Log Run	35,000'
6/4" Log Run	20,000'

10/4" Log Run	85,000'
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ELM

12/4" Log Run	108,000'
10/4" Log Run	84,000'
5/4" Log Run	50,000'
4/4" Log Run	24,000'

MAPLE

10/4" Log Run	85,000'
8/4" Log Run	30,000'
4/4" Log Run	20,000'

ASH

16/4" Com. & Btr.	30,000'
12/4" Com. & Btr.	92,000'
10/4" Com. & Btr.	80,000'
8/4" Com. & Btr.	73,000'
6/4" Com. & Btr.	14,000'
6/4" No. 2 Common	15,000'
5/4" No. 1 & No. 2 Com.	33,000'
4/4" No. 1 Common	38,000'
4/4" No. 2 Common	45,000'
4/4" No. 3 Common	17,000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

COTTONWOOD

4/4" BB., 9-12", 8 mo.	2 cars
4/4" BB., 13-17", 8 mo.	2 cars
4/4" FAS, 6-12", 8 mo.	3 cars
4/4" No. 1 Common, 8 mo.	4 cars
5/4" FAS, 8 mo.	4 cars
5/4" No. 1 Com., 8 mo.	5 cars

PLAIN RED GUM

4/4" No. 1 Com., 6 mo.	1 car
5/4" No. 1 Com., 6 mo.	2 cars

QUARTERED RED GUM

6/4" No. 1 Com., 6 mo.	1 car
8/4" Com. & Btr., 6 mo.	3 cars

PLAIN SAP GUM

4/4" FAS, 10 mo.	3 cars
4/4" No. 1 Com., 10 mo.	8 cars
4/4" No. 2 Com., 10 mo.	3 cars
5/4" FAS, 12 mo.	3 cars
6/4" FAS, 12 mo.	1 car
6/4" No. 1 Com., 12 mo.	5 cars

QUARTERED SAP GUM

8/4" Com. & Btr., 6 mo.	4 cars
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TUPELO

4/4" FAS, 12 mo.	3 cars
4/4" No. 1 Com., 12 mo.	5 cars

PLAIN RED OAK

5/4" No. 1 Com., 12 mo.	4 cars
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SYCAMORE

10/4" Com. & Btr., 12 mo.	2 cars
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MAPLE

8/4" Log Run, 12 mo.	1 car
10/4" Log Run, 12 mo.	1 car

CYPRESS

8/4" FAS, 8 mo.	1 car
3/4" Select, 8 mo.	1 car
8/4" No. 1 Shop, 8 mo.	1 car
4/4" No. 1 Shop, 8 mo.	2 cars
4/4" No. 1 Com., 8 mo.	3 cars

ASH

4/1" Log Run	91,000'
8/4" Log Run	71,000'
10/4" Log Run	142,000'
12/4" Log Run	39,000'
4/4" No. 2 Common	118,000'

QUARTERED WHITE OAK

1/2" FAS	12,000'
3/4" FAS	11,000'
4/4" FAS	20,000'
1/2" No. 1 Common	21,000'
4/4" No. 1 Common	37,000'
4/4" No. 1 Common	175,000'
5/4" No. 1 Common	15,000'
6/4" No. 1 Common	18,000'
8/4" No. 1 Common	28,000'

QUARTERED RED OAK

4/1" FAS	59,000'
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Stimson Veneer & Lbr. Co. INCORPORATED

Regular Widths and Lengths, Dry

COTTONWOOD

4/4" Com. & Btr., 6 mo.	1 car
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RED GUM

5/8" Com. & Btr., 6 mo.	1 car
4/4" 1s & 2s, 6 mo.	1 car
4/4" No. 1 Common, 6 mo.	5 cars

SAP GUM

5/8" 1s & 2s, 4 mo.	4 cars
5/8" No. 1 Com., 4 mo.	2 cars
4/4" 1s & 2s, 4 mo.	1 car
4/4" No. 1 Com., 4 mo.	2 cars

QTD. RED GUM

8/4" 1s & 2s, 6 mo.	1 car
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8/4" No. 1 Com., 6 mo.	1 car
6/4" Com. & Btr., 4 mo.	1 car

SOFT MAPLE

6/4" Log Run, 6 mo.	1 car
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RED OAK

4/4" 1s & 2s, 6 mo.	4 cars
4/4" No. 1 Com., 6 mo.	5 cars
3/4" Com. & Btr., 4 mo.	1 car

WHITE OAK

4/4" 1s & 2s, 6 mo.	2 cars
4/4" No. 1 Com., 6 mo.	5 cars

QTD. WHITE OAK

4/4" Com. & Btr., 6 mo.	1 car
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J. H. Bonner & Sons

POPLAR

4/1" No. 1 Common	25,000'
1/4" No. 2 Common	71,000'
5/4" No. 2 Common	17,500'
6/4" No. 2 Common	18,500'
8/4" No. 2 Common	58,000'

PLAIN RED OAK

10/1" FAS	12,500'
4/4" No. 1 Common	39,900'
6/4" No. 1 Common	8,800'
10/4" No. 1 Common	19,500'
4/4" No. 2 Common	32,300'
6/4" No. 2 Common	34,000'
10/4" No. 2 Common	5,000'
5/4" Sound Wormy	25,500'

PLAIN WHITE OAK

5/8" FAS	18,000'
5/8" FAS	4,500'
3/8" No. 1 Common	9,000'
7/1" No. 1 Common	25,000'
7/1" No. 1 Common	5,800'
7/1" No. 1 Common	6,000'

10/1" No. 1 Common	1,000'
5/4" No. 2 Common	12,000'

QUARTERED WHITE OAK

5/8" FAS	50,000'
5/4" No. 1 Common	22,000'
5/4" No. 2 Common	23,500'
6/4" No. 2 Common	1,200'

SAP GUM

5/8" FAS	52,700'
4/1" FAS	12,000'
3/4" No. 1 Common	12,000'
3/4" No. 2 Common	8,000'
1/4" No. 2 Common	16,300'
8/4" No. 2 Common	20,700'

MISCELLANEOUS STOCK

COTTONWOOD	
4/4" FAS	35,000'
SYCAMORE	
1/4" Log Run	21,800'
HICKORY	
8/4" No. 1 Com. & Btr.	15,000'
ELM	
6/1" Log Run	12,100'

Johnson Bros. Hdwd. Co.

Goodlander-Robertson Lumber Co.

HARDWOODS

MEMPHIS

QUARTERED WHITE OAK	6 1/4" No. 1 Common..... 25,000'
4 1/4" No. 1 Common..... 15,000'	8 1/4" FAS..... 20,000'
4 1/4" No. 2 Common..... 15,000'	8 1/4" No. 1 Common..... 35,000'
5 1/4" No. 1 Common..... 18,000'	4 1/4" FAS, SND..... 100,000'
4 1/4" No. 1 & Btr., 2" to 5 1/2" Strips..... 18,000'	4 1/4" No. 1 Com., SND..... 100,000'
4 1/4" No. 1 & Btr..... 25,000'	5 1/4" FAS..... 20,000'
PLAIN WHITE OAK	5 1/4" No. 1 Common..... 20,000'
PLAIN RED OAK	6 1/4" No. 1 Common..... 30,000'
5 1/8" FAS, 12" & up..... 20,000'	8 1/4" FAS..... 30,000'
5 1/8" No. 1 Common..... 16,000'	12 1/4" No. 1 & Btr..... 12,000'
4 1/4" FAS, 12" & up..... 20,000'	4 1/4" Panel & Wide No. 1, 18" & up..... 15,000'
4 1/4" FAS, 10" & up..... 9,000'	QUARTERED BLACK GUM
4 1/4" FAS..... 15,000'	4 1/4" Com. & Btr..... 30,000'
4 1/4" Sound Wormy..... 30,000'	QUARTERED SYPAMORE
QUARTERED RED GUM	4 1/4" Log Run..... 15,000'
4 1/4" FAS..... 50,000'	HICKORY
4 1/4" No. 1 Common..... 75,000'	8 1/4" Log Run..... 5,000'
5 1/4" No. 1 Common..... 50,000'	WALNUT
6 1/4" FAS..... 8,000'	4 1/4" Log Run..... 4,000'

The Mossman Lumber Co.

INCORPORATED

QUARTER SAWN SYCAMORE	LOCUST
5 1/8" No. 2 Com. & Btr., 60,000'	4 1/4" Log Run..... 20,000'
4 1/4" No. 1 Com. & Btr., 27,000'	
5 1/4" No. 1 Com. & Btr., 75,000'	HACKBERRY
6 1/4" No. 1 Com. & Btr., 100,000'	5 1/4" Log Run..... 100,000'

PLAIN SAWN SYCAMORE	HICKORY
5 1/8" No. 1 Com. & Btr., 100,000'	6 1/4" Log Run..... 28,000'
4 1/4" No. 1 Com. & Btr., 60,000'	8 1/4" Log Run..... 150,000'
5 1/4" No. 2 Com. & Btr., 200,000'	
6 1/4" No. 1 Com. & Btr., 150,000'	
10 1/4" No. 2 Com. & Btr., 75,000'	

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

C. B. COLBORN

SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension Lumber for Manufacturers of

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS
RAILROAD CAR AND TRACK MATERIAL

Standard sizes on hand for prompt shipment. Special items
cut to order.

Office, Dimension Mill and Yard
Belt Line Railroad at McLean Street
Postoffice Box 795

QUARTERED WHITE OAK	PLAIN WHITE OAK
3 1/8" No. 1 Common..... 30,000'	3 1/8" FAS..... 60,000'
4 1/4" FAS..... 30,000'	3 1/8" No. 1 Common..... 30,000'
4 1/4" No. 1 Common..... 100,000'	4 1/4" FAS..... 15,000'
4 1/4" No. 2 Common..... 50,000'	4 1/4" Sound Wormy..... 50,000'
6 1/4" FAS..... 10,000'	4 1/4" No. 3..... 100,000'
6 1/4" No. 1 Common..... 30,000'	
8 1/4" No. 1 Common..... 10,000'	PLAIN RED OAK

PLAIN RED OAK	PLAIN SAP GUM
1 1/4" FAS..... 17,000'	5 1/8" Com. & Btr., 40,000'
4 1/4" No. 1..... 20,000'	3 1/4" Com. & Btr., 40,000'
4 1/4" No. 2..... 30,000'	4 1/4" FAS..... 60,000'
4 1/4" No. 3..... 50,000'	4 1/4" Box Boards..... 100,000'

Brown & Hackney, Inc.

QUARTERED RED OAK	PLAIN SAP GUM
4 1/4" 1s & 2s..... 2 cars	4 1/4" 1s & 2s..... 3 cars
4 1/4" No. 1 Common..... 5 cars	4 1/4" 1s & 2s, 13" & up..... 2 cars
4 1/4" No. 2 Common..... 4 cars	5 1/4" 1s & 2s..... 1 car
4 1/4" 1s & 2s, 10" & up..... 1 car	5 1/4" 1s & 2s, 13" & up..... 2 cars
5 1/4" 1s & 2s..... 2 cars	4 1/4" No. 1 Common..... 5 cars
5 1/4" No. 1 Common..... 2 cars	5 1/4" No. 1 Common..... 2 cars
5 1/4" No. 2 Common..... 1/2 car	4 1/4" No. 2 Common..... 5 cars
6 1/4" No. 2 Common..... 1 car	QUARTERED RED GUM
8 1/4" No. 1 Common..... 1/2 car	8 1/4" 1s & 2s..... 1 car
4 1/4" Strips, 2-5 1/2"..... 3 cars	8 1/4" No. 1 Common..... 2 cars
QUARTERED WHITE OAK	6 1/4" No. 1 Common..... 2 cars
5 1/4" No. 1 Common..... 1 car	5 1/4" No. 1 Common..... 2 cars
5 1/4" No. 2 Common..... 1 car	4 1/4" No. 1 Common..... 2 cars
6 1/4" No. 1 Common..... 1/3 car	4 1/4" 1s & 2s..... 1 car
6 1/4" No. 2 Common..... 1/3 car	PL. RED GUM, FIG'D WOOD
7 1/4" No. 1 Common..... 1/2 car	4 1/4" 1s & 2s..... 1 car
4 1/4" No. 1 Common..... 5 cars	QTD. RED GUM, FIG'D WOOD
4 1/4" No. 2 Common..... 5 cars	8 1/4" 1s & 2s..... 1 car

The Frank A. Conkling Co.

QUARTERED WHITE OAK	QUARTERED RED GUM
5 1/8" FAS 10-20" 10" & up..... 40,230'	4 1/4" No. 1 Com. & Sel. 46,980'
5 1/8" No. 1 Com. & Sel. 39,550'	5 1/4" Com. & Btr..... 33,099'
4 1/4" FAS 10" & up..... 8,050'	8 1/4" Com. & Btr..... 41,569'
4 1/4" FAS 6 to 9"..... 26,850'	4 1/4" Com. & Btr. Fig'd 11,220'
4 1/4" No. 1 Com. & Sel. 96,180'	5 1/4" Com. & Btr. Snd. 18,537'
4 1/4" No. 2 Com..... 12,360'	8 1/4" Com. & Btr. Snd. 64,160'
5 1/4" FAS 8" 10" & up 20,575'	PLAIN SAP GUM
5 1/4" No. 1 Com. & Sel. 16,387'	5 1/8" FAS..... 25,000'
Flitches 3 1/2-6", 50% 10" & wider..... 11,000'	3 1/4" FAS..... 33,240'
PLAIN OAK	3 1/4" No. 1 Com..... 25,820'
4 1/4" FAS White..... 21,890'	4 1/4" FAS..... 20,740'
4 1/4" No. 1 Com. & Sel. White..... 16,000'	4 1/4" No. 1 Com. & Sel. 15,660'
4 1/4" FAS Red..... 32,680'	5 1/4" FAS..... 37,075'
4 1/4" No. 1 Com. & Sel. Red..... 97,500'	4 1/4" No. 2 Com..... 41,090'
4 1/4" No. 2 Com. Red..... 37,600'	8 1/4" FAS..... 10,640'
	PLAIN RED GUM
	4 1/4" FAS..... 31,330'
	4 1/4" No. 1 Com. & Sel. 35,920'
	5 1/4" Com. & Btr..... 33,874'

Mississippi Valley Hdw. Co.

SALES OFFICE: Memphis, Tenn. BAND MILL: Clarksdale, Miss.
Mississippi Delta Gum—The Best That Grows

PLAIN SAP GUM	PLAIN RED GUM
5 1/4" No. 1 Com., 2 mo... 3 cars	1 1/4" FAS, 3 mo..... 2 cars
8 1/4" FAS, 3 mo..... 3 cars	1 1/4" No. 1 Com., 3 mo..... 2 cars
8 1/4" No. 1 Com., 3 mo..... 2 cars	COTTONWOOD
QUARTERED SAP GUM	4 1/4" Box Bds., 3 mo... 10 cars
4 1/4" No. 1 Com. 2 mo..... 3 cars	4 1/4" FAS..... 10 cars

Chapman & Dewey Lbr. Co.

HARDWOODS

THIS PICTURE



AND

THESE FIGURES

35%..... 6"	34%..... 12'
10%..... 7"	50%..... 14 & 16'
55%..... 8" & wider	78%..... FAS
16%..... 8 to 10'	22%..... Selects

will tell you something of our stock of bone dry 4/4 Selects and Better HARD MAPLE.

Don't you want to know more about it?

C. C. COLLINS LUMBER COMPANY
Rhineland, Wisconsin

For Quick Sale BAND SAWN HARDWOODS

at our **LITTLE ROCK MILL**

4/4" FAS Quartered Red Gum.....	15,000'
5/4" FAS Quartered Red Gum.....	45,000'
6/4" FAS Quartered Red Gum.....	45,000'
8/4" FAS Quartered Red Gum.....	75,000'
12 4" FAS Quartered Red Gum.....	15,000'
4/4" No. 1 Common Quartered Red Gum.....	30,000'
5/4" No. 1 Common Quartered Red Gum.....	45,000'
6/4" No. 1 Common Quartered Red Gum.....	90,000'
8/4" No. 1 Common Quartered Red Gum.....	150,000'
12/4" No. 1 Common Quartered Red Gum.....	15,000'
5/4" FAS Quartered Sap Gum.....	45,000'
6/4" FAS Quartered Sap Gum.....	15,000'
8/4" FAS Quartered Sap Gum.....	150,000'
8/4" FAS Plain Sap Gum.....	30,000'
4/4" FAS Quartered Figured Red Gum.....	15,000'
4/4" No. 1 Common Quartered Fig. Red Gum.....	15,000'
5/4" FAS Plain Figured Red Gum.....	45,000'
6/4" No. 1 Common Plain Red Gum.....	15,000'
8/4" No. 2 Com. Pl. & Qtd. Sap & Red Gum.....	45,000'
4/4x10" & Wider Quartered White Oak.....	15,000'
5/4" FAS Quartered White Oak.....	15,000'



E. L. BRUCE CO.
MEMPHIS TENNESSEE

300,000

FEET

5/8

LOG RUN

QUARTERED SYCAMORE

This quartered Sycamore is band sawed, edged and trimmed. It shows 35% or more long lengths and good widths. We can start shipments at once and load out good, dry stock. The lumber has been sawed from the log, not resawed, and as we manufacture it in exactly the same way that we manufacture quartered Oak, practically every piece shows figure.

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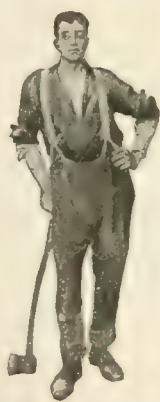
Bigelow
HARDWOOD PRODUCTS

Lower Michigan Maple, Birch, Elm, Beech

5/4" No. 1 Com. & Selects Maple.....	100,000'
6/4" No. 1 Com. & Selects Maple.....	100,000'
6/4" Maple Step Plank.....	40,000'
8/4" No. 1 Com. & Btr. Maple, 50% FAS.....	150,000'
12/4" No. 1 Com. & Btr. Maple, 65% FAS.....	125,000'
16/4" No. 1 Com. & Btr. Maple 70% FAS.....	20,000'
14/4" No. 1 Com. & Btr. Maple, 50% FAS.....	38,000'
4/4" No. 1 Com. 5" & wdr. Birch.....	120,000'
10/4" No. 1 Com. & Btr. Birch, 60% FAS.....	50,000'
12/4" No. 1 Com. & Btr. Birch, 60% FAS.....	20,000'
4/4" No. 1 Com. & Btr. Soft Elm.....	40,000'
6/4" No. 1 C. & Btr. Soft Elm, 40% FAS.....	150,000'
12/4" No. 1 C. & Btr. Soft Elm, 60% FAS.....	70,000'
4/4" No. 2 Com. & Btr. Beech.....	100,000'
5/4" No. 2 Com. & Btr. Beech.....	125,000'

HARDWOOD SPECIALISTS

The BIGELOW-COOPER CO.
Bay City, Michigan



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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No. 4

Review and Outlook

General Market Conditions

THE EXPRESSION OF THE HARDWOOD INDUSTRY at the current writing contrasts pointedly with opinions uttered a few weeks ago. Acceleration in demand for hardwood lumber has brought the volume of inquiry, orders and shipments up to a point which is eminently satisfactory as contrasted to conditions prevailing even up to a month or two in the past. In connection with this stimulation of interest on the part of buyers, there is, as was remarked by a big operator a few days ago, a considerable measure of "fuss and feathers," but nevertheless there is emerging a constantly increasing volume of actual business definitely placed and on a basis insuring reasonable satisfaction to the seller.

As reported from certain of the large southern and northern hardwood centers, this enlarging movement has apparently affected the accumulation of Number two common and, like this group, it is only a question of time when the surplus Number three will also be similarly touched.

In the flooded producing region of the South the condition is gradually righting itself, and in the least affected regions production is gradually assuming more normal proportions. It is quite likely that by the first of July a substantial volume of southern output will be in effect. The necessity for making more hardwood lumber seems unquestioned, as there is no reasonable basis for anticipating any further restriction of demand. It is pretty well conceded that if demand continues on approximately current basis, it will gracefully take care of such additional production as will be effected with the receding flood waters.

So far as demand is concerned it is gradually showing advancement reaching new industries here and there as the weeks go by. Improvement in these respective industries can not come about suddenly, but is the result of gradual accomplishment in the respective efforts to find a more sound footing. At present furniture is not showing quite the desirable volume of purchases that had been expected, though in this case, as usually happens, purveyors of hardwood lumber have discounted the effects of the furniture markets, which, as usual, are retarding shipments. Another factor which is definitely entering the situation this year has to do with the recently announced reduction in freight rates, buyers in the main stipulating that they shall be credited with such benefits as accrue.

It is an undeniable fact that improvement in building has practically reached a point of a permanent building boom, as monthly records are constantly being surpassed the country over. As meas-

ured in terms of available building labor, the activity has reached such a point that there is truly a scarcity in certain of the building trades, and while it is quite possible that until more complete liquidation of building costs is effected this boom will not be permanent, still it will unquestionably be sustained in approximately its present proportions for a number of months in the future. The balance of this year will undoubtedly show a very fine record in projects undertaken and completed.

In the meantime other lines are showing improvement, the railroads taking on substantially increased amounts of necessary materials, agricultural districts recording improvement that will probably be further greatly augmented when the new crop is made, and altogether the situation is distinctly hopeful and favorable, even though certain lines here and there may not be doing quite so well as they had anticipated.

Long Hardwood Inspection Rules War Enters a New Phase

INTENSE INTEREST IS CERTAIN TO BE PROVOKED throughout the hardwood trade by the call issued by the American Hardwood Institute organization committee of the American Hardwood Manufacturers' Association to the hardwood manufacturers to assemble in mass meeting and consider organizing to represent the hardwood interests in the program of standardization and grade and tally guarantees, adopted at the recent lumber conference in Washington under Secretary Hoover's auspices. The call is carried as an advertisement on the outside front cover and page 15 of this issue of HARDWOOD RECORD.

The reading of this summons immediately and inescapably provokes the question of what is to become of the National Hardwood Lumber Association and its system of National inspection? The sponsors of this movement stand for the principle that "the grading and inspection of lumber is a function of the manufacturers." This is a principle expressed in a resolution adopted at the Hoover conference, and is a definite part of the program which the callers of the mass meeting would organize the manufacturers of hardwood lumber to support. Without undertaking to say that it is so intended, this principle of handling grading and inspection rules is directly opposed to the National inspection system, which was created and is administered jointly by manufacturers and wholesalers. Thus the conclusion is inevitable that the realization of

the Hoover conference program would relieve the National Hardwood Lumber Association of the administration of grading and inspection rules for hardwood lumber.

Immediately this consideration is brought into view internecine war is suggested. Will the National Hardwood Lumber Association permit, without a fight, the supersession of its function of grading and inspection of hardwoods? It seems hardly possible. Then, if there is to be a fight, as there undoubtedly will be, how will the members of the industry align themselves? The National Hardwood Lumber Association is composed both of manufacturers and wholesalers. Will the manufacturers in this association leave it and join the forces committed to a national organization of hardwood manufacturers, administering grading and inspection rules for hardwood lumber? Or will they refuse to join this movement to enforce the Hoover program? Or will some of them join and some of them stand by the National? A multitude of such questions arise.

Should only the membership of the American Hardwood Manufacturers' Association (numbering between two and three hundred manufacturers, the most powerful single group of hardwood manufacturers in the country) support the so-called Hoover program there would be force enough for a considerable war. But the situation is further complicated by the fact that many manufacturers who belong to the American Hardwood Manufacturers' Association are also members of the National Hardwood Lumber Association. How will these manage to choose their side of the field? What will be the attitude of the Government, as represented by the Department of Commerce? Will the Government undertake to compel the submission of those who may see fit to stand out against the proposal to establish a strictly manufacturers' national hardwood inspection system? It has been repeatedly reported that Secretary Hoover is averse to governmental compulsion in these matters. But it is the policy of the Government at all times, and has been suggested in this particular, to employ its power to relieve situations deemed subversive to public interest. How long will it be before the Government will discover that the hardwood civil war, now apparently inevitable, has become subversive to public interest? When it arrives at this conclusion will it align its powers with the protagonists of the manufacturers' movement or with those who elect to battle for the perpetuation of the National Hardwood Lumber Association and its wholesalers-manufacturers' grading and inspection method?

Any one at all familiar with the history of the hardwood lumber industry for the last quarter century knows that there has been an unceasing contest between the adherents to the idea of exclusively manufacturers' rules and those who support the rules controlled by wholesalers and manufacturers co-operatively. The contest has gone on even within the ranks of the National Hardwood Lumber Association, the contestants raging across the field of battle year after year, with victory oscillating between the camps. First one group and then the other of manufacturers set up rules and attempt to administer them for the whole industry. The latest, strongest and most tenacious group of manufacturers to do this is the American Hardwood Manufacturers' Association. But nearly

three years ago a compromise was effected, and it seemed that the busy hatchet would be given its allotted "six feet of earth." The directors of the National association waived their copyright to the National rules, and these were adopted by the American association, the understanding being that the latter association, as well as the National, might administer the National rules. A year later the majority report of the inspection rules committee of the National, presented by the then chairman, John W. McClure, stated that the long enduring hope of uniform inspection "has been realized. Uniform inspection rules for hardwood lumber is an accomplished fact." But at the same convention (1920) at which this report was made this resolution was adopted:

"Whereas, After an experiment of nearly one year there is no evidence of progress toward greater uniformity in inspection as a result of the permission granted by this association to the American Hardwood Manufacturers' Association to print the copyrighted rules of inspection of the National Hardwood Lumber Association, but that the results attained are entirely subversive of the objects which this association sought to accomplish by that action, by reason of the fact that a dual application of the rules is wholly impracticable and impossible.

"Therefore, be it resolved, That a demand is hereby made upon the American Hardwood Manufacturers' Association to discontinue the application of the rules of the National Hardwood Lumber Association as an official basis for the issuance of any form of inspection certificates purporting to be based upon National Hardwood Association rules."

Presumably this was the trumpet which aroused anew the cohorts to battle. Whether or not the call for a mass meeting of manufacturers to promote the Hoover program is an issue of that briefly lulled and soon renewed conflict it would be the veriest temerity to insinuate. But it is evident that there is going to be more serious strife within the hardwood industry, whether it be another battle of the old war or the first battle of a new.

Without presuming to examine the merits of the conflict, it seems proper to regret that this must be so. It is regrettable that the industry can not be united in a single bond of co-operative interest. But it may be that there are interests and ideas involved which are irreconcilable, as were the interests of the Slave and Free states in the Civil War. Thus, if the conflict is "irrepressible," the strong will have to enforce their will upon the weak. In the meantime, of course, there will be war, and, as General Sherman once remarked, "War is hell!"

By way of afterthought, and assuming that the manufacturers who meet in Louisville will be successful in setting up another system of National inspection, the war will take the form of the struggle of the new system for recognition against the prestige accumulated by the present National Inspection Service over a period of twenty-five years. The outcome of this struggle will depend largely on the attitude which the consumers assume toward the new system. The consumers, as we see it, hold the balance of power, and if they accept the new system it will succeed. If not, it will not be able to overcome the lead held by the National Hardwood Lumber Association.

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SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates. Entered as second-class matter May 20, 1902, at the postoffice at Chicago.

To All Hardwood Lumber Manufacturers

[Continued from Outside Front Cover Page]

This meeting is called by the Organization Committee of the proposed American Hardwood Institute, which Committee was appointed by the American Hardwood

Manufacturers' Association, and the call for the meeting is endorsed by the undersigned hardwood lumber manufacturers:

ORGANIZATION COMMITTEE:

B. B. BURNS
W. M. RITTER
M. W. STARK
B. F. DULWEBER

JAMES E. STARK, Chairman

C. H. SHERRILL
R. L. JURDEN

F. K. CONN
RALPH MAY
W. R. SATTERFIELD
R. M. CARRIER

ENDORSERS:

A

American Column & Lbr. Co.
Alcus, S. T., & Co.
Anderson-Tully Co.
Alexander Brothers

B

Bayou Land & Lbr. Co.
Blair Lumber Co.
Breece Mfg. Co.
Bohlssen, H. G., Mfg. Co.
Burnham, F. W., & Son
Burns & Knapp Lbr. Co.
Burt, W. T., Lbr. Co.
Boyd-Ryburn Lbr. Co.
Black, J. W., Lbr. Co.
Barr-Holaday Lbr. Co.
Brown, Geo. C., & Co.
Brown, Mark H., Lumber Co.
Big Salkehatchie Cypress Co.
Brewer-Nienstedt Lbr. Co.
Brown & Hackney, Inc.
Brenner, Ferd., Lbr. Co.
Bradley Lumber Co.
Bond-Foley Lbr. Co.

C

Chapman & Dewey Lbr. Co.
Carrier Lumber & Mfg. Co.
Card, J. M., Lbr. Co.
Clark & Boice Lbr. Co.
Cleveland-Oconee Lbr. Co.
Carr Lumber Co.
Cummer Lumber Co.
Clinch Valley Lbr. Co.

D

DuBois Lumber Co.
Desha Lumber Co.
Delta Hardwood Lbr. Co.
Dawkins Lumber Co.
Davidson-Hicks & Greene Co.
Day, D. H.

E

Eastman-Gardiner Hardwood Co.
Edgar Lumber Co.
English-Ott Lumber Co.

F

Ferguson Hardwood Lbr. Co.
Freeman Smith Lbr. Co.
Farris Hardwood Lbr. Co.

G

Gideon-Anderson Co.
Green River Lbr. Co.
Gayoso Lumber Co.
Grismore-Hyman Co.
Gates Lumber Co.
Graydon, Wm., Hardwood Co.
Grant Timber & Mfg. Co.

H

Himmelberger-Harrison Lbr. Co.
Hodge-Hunt Lbr. Co.
Hall, D. H., Lbr. Co.
Hyde, The, Lumber Co.
Hemphill Lumber Co.
Holly Ridge Lumber Co.
Hutchinson Lumber Co.
Hutton & Bourbonnais Co.
Hillyer-Deutsch-Edward, Inc.
Hendricks, E. L., Lbr. Co.
Hendrix Mill & Lbr. Co.
Hunt Washington & Smith

J

Jerome Hardwood Lbr. Co.
Jones, V. O., Lbr. Co.
Jurden Saw Mill Co.
Jones, J. M., Lbr. Co.

K

Kellogg Lumber Co.
Kraetzer-Cured Lbr. Co.
Kirby Lumber Co.
Kentucky Lumber Co.
King Mill & Lbr. Co.
King Creek Lbr. Co.
Knowles, J. F.

L

Loutre Lumber Co.
Lieberman-Loveman & Cohn
Little River Lbr. Co.
Lyon Lumber Co.
Love, J. C., Lumber Co.
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Lockwood Lumber Co.
Long-Bell Lumber Co.

M

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May Brothers
Mansfield Hardwood Lbr. Co.
Mobile River Saw Mill Co.

Miller Lumber Co.
Murrelle, L. D., Lbr. Co.
Memphis Band Mill Co.
Meadow River Lbr. Co.

Mc

McCarroll Lumber Co.

N

Nickey Bros., Inc.
North Vernon Lumber Mills
Nigh Lumber Co.
New Deemer Mfg. Co.
New River Lumber Co.
North Fork Lbr. Co.
Northern Ohio Cooperage & Lbr. Co.

P

Paepcke Leicht Lumber Co.
Penrod-Jurden Co.
Pritchard-Wheeler Lbr. Co.
Page, The H. M., Log & Lbr. Co.
Parkersburg, The, Mill Co.
Peytona Lumber Co.
Powell Lumber Co.

R

Ryan, P. A., Lumber Co.
Ritter, W. M., Lbr. Co.
Ritter-Burns Lbr. Co.
Ritter, C. L., Lumber Co.
Ritter Hardwood Lbr. Co.
Rockcastle Lbr. Co.
Rush Lumber Co.

S

Southern Pine Lbr. Co.
Sherrill Hardwood Lbr. Co.
Stark, James E., & Co.
Stout Lbr. Co.
Sondheimer, E., Co.
Stearns Coal & Lbr. Co.

T

Tschudy Lumber Co.
Tallahatchie Lbr. Co.
Turkey Foot Lumber Co.

W

Williams Lumber Co.
Weis-Patterson Lumber Co.
Wisconsin Lumber Co.
Wilson & Cochran
White Oak Lbr. Co.

Y

Yellow Poplar Lumber Co.

DECLARATION OF PRINCIPLES SUGGESTED

1st. Have inspection rules and service in conformity with the Hoover idea, setting up technical and engineering service to properly co-operate with the National Lumber Manufacturers' Association.

2nd. Establish a statistical bureau providing such information as may be of benefit to the industry and within the legal rights of the Association activities.

3rd. Carry on such trade extension work as may be deemed wise by the Convention to promulgate.

New National Hardwood Body Proposed

Mass Meeting of Manufacturers Called to Organize for Realization of Hoover Conference Program; Sponsors of Call Would Set Up New Inspection System

For the purpose of forming a national association of hardwood lumber manufacturers, to institute a grading and inspection service, and carry out other determinations made at the recent conference in Washington on lumber standardization and trade practices, a mass meeting of the hardwood millmen of the country has been called by the organization committee of the proposed American Hardwood Institute. This meeting has been set for June 15, 16 and 17 at the Henry Watterson Hotel in Louisville, Ky. One hundred and twenty-two of the leading hardwood manufacturers of the country, chiefly of the South, have endorsed the call.

Call for this meeting was issued late Thursday afternoon, June 1, by the organization committee of nine, appointed by the American Hardwood Manufacturers' Association, at its last annual at Louisville, following a two-day session. This committee will be in charge of the meeting. James E. Stark, its chairman, will very likely preside.

The cardinal purposes of the institute are thus set forth by the committee:

1. To have inspection rules and service in conformity with the Hoover idea, setting up technical and engineering service to co-operate with the National Lumber Manufacturers' Association.
2. To establish a statistical bureau providing such information as may be of benefit to the industry and within the legal rights of trade association activities.
3. To carry on such trade extension work as may be deemed wise by the convention to promulgate.

The official call, which briefly explains the accomplishments of Secretary Hoover's recent standardization conference, which discusses the necessity for setting up adequate machinery to carry out the ideas of the Department of Commerce, and which has been sent to all hardwood manufacturers, appears on the outside front cover of this issue of HARDWOOD RECORD.

Hoover Meeting Ideas Will Be Pushed

The hardwood associations having membership strictly of manufacturers, such as the American Hardwood Manufacturers' Association, the Northern Hemlock & Hardwood Manufacturers' Association and the Michigan Hardwood Manufacturers' Association, are almost unreservedly supporting the program for simplification of sizes of lumber and the establishment of national inspection systems and guarantees, the foundation for which was laid in Washington on May 22 to 26, inclusive. On these dates, for the first time in the history of the lumber industry, hardwood men, of every class, sat at the council table with softwood lumbermen and Government officials for a discussion of their common problems.

The delegates at the initial meeting decided that before the lumber industry could run it must first learn to walk. A program was decided upon accordingly. But three things were taken up for discussion, and there was no idea of settling any one of the three on the spot. The foundation, and a substantial one, for these was laid, and the momentum will not be allowed to die down. Additional meetings in Chicago and another on the coast are expected within the next sixty days as a "follow up" of the Washington conference. The American Hardwood Manufacturers' Association has called a mass meeting to organize the manufacturers of hardwood lumber to establish a manufacturers' national inspection system, in accordance with the ideas adopted at the conference.

The three things for which the groundwork was laid are: First, simplification of grades; second, standardization of sizes, and third, guarantees of grades and quantity.

Because of the wide differences between the hardwood men and the softwood there was, as was expected, some disagreement as to whether or not the plan for one class of lumbermen would be acceptable to the other class.

Horace F. Taylor of the National Hardwood Lumber Association, in outlining the position of the hardwood lumbermen, expressed the belief that the softwoods lumbermen must follow the practices already made by the hardwood lumbermen, who, he declared, have already, partially at least, gone a long way in adoption of simplification of grades, standardization of sizes and guarantees of grades and quantity—the three things sought by the delegates.

"I think I am safe in saying that the hardwood lumbermen and, no doubt, most of you realize it, have already gone a long way in these matters, especially the standardization, which is now a fact. There is only one set of official rules, and I feel it is safe to say

that 95 per cent of the lumber that is shipped today, as to hardwoods, is shipped according to specifications and rules of the National Hardwood Lumber Association," Mr. Taylor said.

"Those rules have been the result of 25 years' development, and they have now reached the point where in the wisdom of our 1,450 members the minimum of change is made each year. We have reached the point where we think that the stabilization is the thing, rather than change.

"We have not only been successful, I think I may say modestly, in establishing these rules and having them widely recognized, but we are about to go a step further in the work of the National Hardwood Lumber Association, and that is the presentation of a general sales code for hardwoods. That goes a step further than the mere application of rules and regulations, because the purpose of that sales code—which will be considered at our general meeting—will be the standardization of a method of buying and selling hardwood lumber, eliminating uncertainties as to terms and as to practice. We are not attempting to foist something new upon the industry, but simply to codify the practices which are now approved.

"In the matter of grade marking of hardwood lumber, I might speak for the hardwood industry, and I do not hesitate to say that I have no doubt it will be adopted by the hardwood lumber producers, if it is a thing that should be done.

"I think it is a serious question, however, whether it is practicable in connection with hardwoods, as it might be in connection with softwoods. I believe we already go farther than the mere marking of grades on each piece of lumber, in the fact that when it is inspected and the certificate issued it bears the guaranty of the association, that within reasonable limits, the inspection will always hold out. It is a simpler process, a more practicable process, and meets with no objection from any branch of the industry.

"I do not know that I have anything further to suggest in connection with the hardwood branch of the trade. Relatively the volume is not anything like that of the softwoods, but the relative value of the hardwood business is large.

"We already have a single standard of rules to be followed in shipments, which is a long step in advance, and if we can make our experience in the establishment of that situation of value to any of the rest of the industry we are at your command," Mr. Taylor concluded.

The American's Position

The position of the American Hardwood Manufacturers' Association was summed up by C. H. Sherrill of Merryville, La., who acted as spokesman for that association. Serving with Mr. Sherrill with the same association were D. F. Dulweber, Greenwood, Miss., and W. M. Ritter, Columbus, Ohio. Mr. Sherrill's statement was as follows:

In coming to a definite conclusion with regard to a general settlement with respect to standard specifications and the measurements of hardwood lumber we are not in a position to answer positively. There is much to be said for and against the idea.

As the lumber world and the public generally knows, the American Hardwood Manufacturers' Association was unfortunately called upon to answer by the Federal Government for an alleged violation of the Sherman anti-trust law. We who were brought into court on that subject felt at that time, and still feel, that our efforts were strictly within the law. The Higher Court has spoken, and there were some features of our operation and management that were not endorsed, and for several months we had been waiting for a final answer and were necessarily forced to be inactive in our efforts.

During this period of time we tried to keep intact our rules, and recognize the American Hardwood Manufacturers' Association rules, which by our agreement were, at the time this case was brought into court, practically the same as the National Hardwood association rules. We are just now in the situation of trying to get ourselves settled on a course of activity which will be strictly beyond suspicion and absolutely in accordance with the Sherman anti-trust law, and also to invite and to have the recognition and endorsement of the public at large. Very soon we hope, as the American Hardwood Manufacturers' Association, to get ourselves reorganized in strict conformity with these laws, but today, with a very few supplements that we made a short time ago in the National Hardwood Lumber Association rules, we are using the same rules.

I believe I express the opinion and the judgment of the best interest of the hardwood industry when I say that we are not fighting each other, but that the brains of both of these organizations are earnestly endeavoring to find ways and means by which we get together in accord and sit at the same table on the question of inspection rules and measurements of hardwood lumber. I believe the time is close at hand when that will be the case.

The hardwood industry is anxious to arrive at a conclusion that will give to the public at large a simple set of rules to control the handling of our production. I do admit that there is great room for improvement, but when we can once sit down together and simplify our rules and make them so clear and simple that the public can easily comprehend them, we will to a very great extent eliminate the complaints that may have been offered in the past with respect to handling our production.

We must all admit that there are many complications that face the hardwood manufacturer that do not face the yellow pine industry or the Pacific Coast industry, because of the fact that they manufacture one wood only, whereas we have many varieties and species in the hardwood industry, and each of these goes in large measure to different consuming ele-

ments. Therefore our contentions multiply and multiply by a hundred, I might say, in comparison with those of other industries. Therefore our problem is a greater one than these other representative bodies have. And yet we are willing and anxious to co-operate in every way we can to find a solution that will be practicable for the questions that are before us today, which are causing complications and will continue to cause them until we are able to simplify our inspection rules.

Saunders Differs with Sherrill

A slight difference of opinion, however, from that of Mr. Sherrill, was expressed by W. L. Saunders, Michigan Hardwood Manufacturers' Association spokesman of Cadillac, Mich., who expressed, as the opinion of his association, the belief that his association would do what the majority of the softwood people wanted to do.

"I think that in our industry it will be very easy to line up on the proposition of standardization and marking of grades and so on. While we have many kinds of wood, there are really but five grades, which certainly is none too many," Mr. Saunders said.

So far as the standardization of grades is concerned, I cannot see, after 45 years of practice, how it is easy in a short period of time to benefit by any changes that might be suggested. I think the grades are well defined and are recognized in the trade. Sizes and thicknesses of hardwood are governed wholly by the demand. The width and length of a board is determined, in the hardwood trade, by what the log will produce. Hence, sizes should not be considered, I think, in anything that might be suggested.

I do not think that grade marking would be at all objectionable to our membership, both as to Wisconsin and Michigan, excepting possibly in the lower grades. For instance, take what we call No. 3, which is the low end of the log and is generally conceded to be from 25 to 35 per cent of the entire product. That goes almost entirely into one class of work and can not in any way be juggled. We would be opposed to going to the expense of marking anything of that kind.

As to the better grades, firsts and seconds, that is an easy proposition. We have our No. 1 common and No. 2 common, and our select, and we have our hemlock. Those things are all easily taken care of, and we will join with the majority of the building trade production, whatever they decide, whatever their sizes may be. Two-thirds of Michigan's hemlock is put out on a quarter of an inch of basis.

In concluding I feel safe in saying that we will do anything that the majority of the softwood people want to do. We are in favor of standing by the established grades now in use.

Recapitulation of Votes

A recapitulation of the final votes as registered by each association on the three major phases of the program, i. e., names and simplifications of grade; standardization of sizes, and third, guarantees of grades and quantity, are as follows:

(Continued on page 30)

	Names of Grades		Guarantees of Quantity and Quality of Lumber	Standardization of Sizes
	A—To represent best quality	B—Intermediate qualities		
	C—Common qualities	Grade Marking (separate vote)		
Southern Pine Association.....	Yes	Yes	Yes	Yes
West Coast Lumbermen's Association.....	Yes	Yes	Yes	Yes
Western Pine Manufacturers' Association.....	Yes	No	Yes	Yes
California Redwood Association.....	Yes	No. Not instr.	Yes	Yes
California White and Sugar Pine Association.....	Yes	No	Yes	Yes
Michigan Hardwood Manufacturers' Association.....	No	No (hardwood) Yes (softwood)	Yes	Yes
North Carolina Pine Association.....	Yes	No	Yes	No
Northern Pine Manufacturers' Association.....	Yes	Not instr.	Yes	Yes
Northern Hemlock and Hardwood Mfrs.' Association..	No (hardwood) Yes (softwood)	No (hardwood) Yes (softwood)	Yes	Yes
Southern Cypress Manufacturers' Association.....	Yes	Yes	Yes	Yes
American Hardwood Manufacturers' Association....	Yes	Yes	Yes	Yes
National Hardwood Lumber Association.....	No	No	No	Not voting
Georgia-Florida Sawmill Association.....	Not present	Not present	Not present	Not present
In favor	9	4	11	10
Opposed	2	4	1	1
Divided	1	2		
Not voting				1
Not instructed		2		
Not present	1	1	1	1

Taylor Reports on Washington Conference

Decries Need of New Hardwood Association

In the telegram printed below Horace F. Taylor, president of the National Hardwood Lumber Association, disputes the inference drawn from the recent Washington conference of lumbermen, that the present system of grading and inspection of hardwoods by the National Hardwood Lumber Association is inadequate and that it is necessary to establish a new system to conform to Secretary Hoover's thought in the matter of safeguarding the interests of the buyers of hardwood lumber. Mr. Taylor's wire reads:

"Buffalo, N. Y., June 7, 1922.

"Hardwood Record,

"537 South Dearborn St.,

"Chicago.

"Secretary Hoover has offered us no criticism whatever of

the inspection rules and service of the National Hardwood Lumber Association. On the other hand, there is ample evidence that the hardwood standardization of this association within the practical limits of its development to this date is in entire conformity with the Hoover plan. Please publish immediately for the benefit of any who may have been misled regarding the conclusions of the Washington conference, or any who have been told that in order to carry out Secretary Hoover's recommendations a new hardwood organization must be formed, for such is not the case.

"Horace F. Taylor,

"President National Hardwood Lumber Association."

A report on the recent conference in Washington on lumber standardization and trade practices has been made to the membership of the National Hardwood Lumber Association by Horace F. Taylor of Buffalo, N. Y., president of the National, who headed the delegation, consisting of Earl Palmer and John W. McClure of Memphis and Frank F. Fish of Chicago, secretary-treasurer of the association, which represented the association at the conference.

In this report Mr. Taylor explains to the members of the National the efforts of its delegation to secure separate consideration of hard and soft wood questions, and the failure to succeed because of being out-voted. He also reviewed his explanation to the conference of the progress already made by the National in the direction of the reforms which the conference proposed to bring about. The report follows:

Chicago, June 8, 1922.

To the Members of the National Hardwood Lumber Association:

At the standardization conference held in Washington during the week of May 22, called under the approval of Secretary Hoover by a group composed largely of softwood manufacturers, this association was represented on invitation, the hardwood attendance including a majority of our executive committee, Secretary Fish, and a number of other active members of this association.

After an opening address by Secretary Hoover, in which he urged all lumber producers to confer regarding standardization and simplification of grade names and lumber sizes, and the guaranty of quantity and quality reaching the consumer, your president on request spoke for this association and took occasion to assure Secretary Hoover and the conference of the entire accord of the membership of the National Hardwood Lumber Association with the secretary in his wish to further any practical and constructive measures to accomplish the ends sought.

Your president further took occasion to describe briefly the long step in advance already taken by this association as regards hardwood standardization through its inspection rules and service developed within the industry itself through careful study and evolution, and resulting in our present inspection plan, in which not only the primary interest of the producer is given due weight, but in which the rights of the consumer through frequent conference receive legitimate consideration. Care was taken to avoid any claim that ultimate perfection had been attained in our rules and service; but our experience of twenty years in these very matters was placed at the disposal of the softwood groups for such value as it might have.

Denied Separate Hardwood Committees

This Washington conference was called by, and was entirely in the hands of, softwood interests as affecting any final conclusions. When, therefore, the work of the meeting was later apportioned to committees, your delegates properly urged that hardwood questions must of necessity be considered apart from those relating to softwoods, and we asked that separate committee be constituted to deal with hardwoods. This obviously fair proposal on behalf of the National Hardwood Lumber Association,

which was entirely and alone competent to speak for all branches of the hardwood industry, was out-voted by the predominant softwood interests; to which were added the voice and votes, strange as it may seem, of two members of this association, men who have been sharing its benefits to their own profit and advantage, but who eagerly availed themselves of this voting alliance with the softwood interests in action that would clearly threaten the destruction of that which has been accomplished by this association through years of effort, and is admittedly of inestimable value to the entire hardwood producing and consuming trade.

It will be entirely evident to our members that the question of standardization differs as between soft and hard woods. The inference was clear that the obstructing vote was not upon the merits, but conceivably influenced by common trade politics, or perhaps was a rather low bid for future official favor upon new ventures. If instead of narrowly grasping the advantage of an unfair situation these men had stood loyally with their hardwood colleagues, the hardwood results of the conference would have been immediate, direct and in harmony with Secretary Hoover's plans.

Conference Only Preliminary

As to the outcome, however, as officially announced, the conference was preliminary only, and its conclusions will not bear the official sanction of the Department of Commerce. To make association "capital" of the occasion and its results would be ill-advised if not abortive, and with the usual results.

Softwood delegates and other hardwood men who sensed the situation approved our stand; and despite our unwillingness to legislate on softwood matters or to consent to softwood legislation for hardwoods, we consistently maintained our efforts in support of the general conference purposes, adding only a dignified protest on the record.

As to a "National Inspection Plan," membership in the National Hardwood Lumber Association is open to all reputable hardwood manufacturers or wholesalers who subscribe to its regulations. This is as broad as any sound organization plan existing or projected. True, undesirable applications are refused by this association. Likewise, but infrequently, it has been necessary to suspend or drop members who minuse the association or openly attempt to discredit and undermine its work. No publicity has been given by this association to the recent elimination of one or two members for this cause. Since the dismissal has apparently been exploited in false colors and from other sources, it seems in order to state the facts as above. It is the duty of an organization to protect its integrity from those who attempt to destroy it.

That this association enjoys the esteem and confidence of Secretary Hoover and his associates has been clearly and recently made evident. Our service to the industry and to the public will preserve this status.

Respectfully yours,

[Signed] HORACE F. TAYLOR, President.

Mid-Year Meeting of Directors of National Lumber Manufacturers' Association

July 27 and 28 have been tentatively selected as dates for the mid-year meeting of the Board of Directors of the National Lumber Manufacturers' Association. The meeting will be held in Portland, Ore., the directors being the guests of the Western Pine Manufacturers' Association.

Rate Cut Applied to Southern Hardwoods

The Southern Hardwood Traffic Association announces that the reduction of 10 per cent in freight rates on hardwood lumber and forest products, including logs, as ordered by the Interstate Commerce Commission, effective July 1, will apply to switching, transit, weighing, diversion, reconsigning, lighterage, floatage and storage—except track—and transfer charges.

In view of the fact that one or more of these charges accrues in connection with every shipment of lumber, the reduction will prove an important factor in helping to cut down the present excessive burden of transportation.

Keen disappointment is expressed by members and officials of the association over the smallness of the reduction in freight rates, as applied to hardwood lumber and forest products in general, and to logs in particular. It is quite generally agreed, however, that the reduction will stimulate the movement of hardwood lumber and forest products to consuming destinations, and that it will also bring about more activity in the manufacture of hardwood lumber itself.

It is pointed out that the straight percentage advance under Ex Parte 74 seriously impaired rate relationships built up over a long series of years, and that the adoption of the straight percentage reduction has done very little to correct this situation. The long haul movement is on a little more favorable basis as compared with the short haul as a result of the reduction which becomes effective in the next three or four weeks, but it is emphasized that many inequalities will be left and that much readjustment of rates must be made to correct conditions in this respect.

"The reductions are all right as far as they go, but they do not go far enough," declares S. M. Nickey, president of the association. "They are particularly disappointing with respect to logs. I was hopeful that the commission would order a big cut in heavy-loading commodities, such as coal, lumber, steel and iron, and leave rates unchanged on class materials. I believe this would have been better for the country as a whole, and I am certain it would have been a great deal better for the hardwood lumber industry, which is suffering from burdensome freight rates and from inequalities of the most striking sort, resulting from the destruction of relationships built up with so much care and with so much effort on the part of the industry."

The association announces that tariffs are now being issued, effective June 10, 1922, on westbound transcontinental shipments of hardwood lumber and forest products from Groups A and B. The new rates are \$1.05 from Group A and 92 cents from Group B.

The association also states that all railroads west of the Mississippi have agreed to extend the use of the old form straight bill of lading to Dec. 31, 1922, provided such forms are stamped with the customary notation.

The following is in part a statement issued by the Southern Hardwood Traffic Association immediately after the decision was announced:

The reductions made under this new general decision on all classes of freight include such reductions as have already been made since August 26, 1920. The commission's decision was issued in the form of a modification of the percentage advances which were made effective August 26, 1920, and provides that rates shall not exceed the following basis:

(a) In the western group and between the western group and Illinois territory 21½ per cent over the rates in effect August 25, 1920, instead of 35 per cent, which was the advance made effective August 26, 1920.

(b) In the southern and mountain Pacific groups 12½ per cent over the rates in effect August 25, 1920, instead of 25 per cent, which was the advance made effective August 26, 1920.

(c) In the eastern group, also between points in Illinois territory and between points in Illinois territory and the eastern group, 26 per cent over the rates in effect August 25, 1920, instead of 40 per cent, which was the advance made effective August 26, 1920.

(d) On inter-territorial traffic, except as otherwise provided, 20 per cent

over the rates in effect August 25, 1920, instead of 33½ per cent, which was the advance made effective August 26, 1920.

The new rates are required to be issued effective July 1, 1922, on ten days' notice.

Generally speaking, the reductions from the full advanced rates which became effective August 26, 1920, range from 3½ to 5½ cents, which means reductions in the present rates ranging from 1 to 3 cents.

Similar changes will be made in the rates on softwoods.

The rates shown in the attached statements are subject to minor changes when the tariffs are published.

Certain inconsistencies in the new rates, due to the varying percentage revision and disposition of fractions, will be carefully analyzed with a view to correction.

*New Rates on Hardwood Lumber and Lumber Articles, Carloads, to Become Effective July 1, 1922

*NOTE—The amount of reduction shown is the reduction from the full advanced rate that became effective August 26, 1920. The reduction shown below includes the reduction which we secured several months ago.

FROM	Chicago		Detroit		Cleveland		Pittsburgh		New York	
	Rate	Reduc- tion	Rate	Reduc- tion	Rate	Reduc- tion	Rate	Reduc- tion	Rate	Reduc- tion
Missouri—										
Kennett	31	3½	35½	4	37	4½	41	4½	49	5½
Arkansas—										
Helena	30½	3½	35½	4	37	4½	38	4	47	5
Brinkley	33½	3½	38	4	39½	4½	41½	4½	49	5½
Marked Tree . .	32	4½	36½	5½	36½	5	40	4½	49	5½
Little Rock . . .	36	4	40	4½	42	4½	45½	5	49	5½
Camden	38½	4	42½	5	44½	5	47½	5	49	5½
Louisiana—										
Alexandria . . .	39½	4½	44	4½	45½	5	47½	5	49	5½
Oakdale	39½	4½	44	4½	45½	5	47½	5	49	5½
New Orleans . .	38	4	42½	5	44½	5	45½	5	49	5½
Texas	39½	4½	44	4½	45½	5	47½	5	49	5½
Mississippi—										
Charleston . . .	34	4	39	4½	41	4½	40	4½	49	5½
Greenville . . .	34	4	40	4½	41½	4½	42	4½	49	5½
Vicksburg	34	4	40	4½	41½	4½	42	4½	49	5½
Greenwood . . .	35½	4	41½	4½	42½	5	41½	4½	49	5½
Meridian	38	4	42½	4½	44½	5	45½	5	47	5
Tennessee—										
Memphis	29½	3	34	4	36	4	35½	4	44½	5
Nashville	32	3½	33	3½	34	4	34	4	41½	4½
Chattanooga . .	35½	4	35½	4	35½	4	34	4	41½	4½
Maryville	38	4	38	4	38	1½	35	3½	41	4½
Alabama—										
Gulf	35½	3	40	5	42	4½	43	4½	49	5½
Tuscaloosa . . .	35½	4	40	4½	42	4½	43	5	44½	5
Mobile	38	4	42½	5	44½	5	44½	5	49	5½
Georgia—										
Macon	39	4½	44	4½	45½	5	44½	5	41	4½
Florida—										
Marianna	38	4	42½	5	44½	5	45½	5	47	5
Kentucky—										
Louisville	19½	2	21½	2½	22½	3	24½	3	36½	4
Paducah	19½	2	26½	3	28½	3	33	3½	44½	5
Campbellsville .	32	3	32	3½	32	3½	31	3½	45½	5
Quicksand	34	4	34	4	34	4	31	4½	42½	5
North Carolina—										
Asheville	42½	4½	42½	4½	42½	4½	39	4½	39	4½
South Carolina—										
Spartanburg . . .	45½	5	45½	5	45½	5	44	4½	39	4½
West Virginia—										
Boyer	33	3½	28½	3	28½	3	28½	3	33	3½
Pax	33	3½	27½	3½	27½	3½	27½	3½	38	4
Parkersburg . . .	23½	2½	20	2½	17½	2	16½	1½	31	3½
Virginia—										
Lynchburg	34½	4	29	3	29	3	29	3	31½	3½
Abingdon	41	4½	36½	4	35½	3½	37	4½	40½	5

(Continued on page 22)

Chance to Increase American Lumber Sales

Considering the fact that the eastern European countries have not been able to make satisfactory deliveries since the war, prospects for American lumber and lumber products in Algeria must be said to be encouraging. It must be noted that our exporters are not handicapped to a similar extent in regard to high freight rates as is the case in other markets located nearer to other sources of supply. In regard to tariff, the United States is in a favorable position.—U. S. Commerce Reports.

The Executive's Round Table

This Department Is Maintained for the Use of Hardwood Record's Subscribers and Is Open at All Times for a Frank Discussion of Any Subject Having to do with the Production, Sale, Shipment, or Utilization of Hardwood Lumber

Comments on the Proposed Hardwood Sales Code

The question of a hardwood sales code, which will be decided at the twenty-fifth annual convention of the National Hardwood Lumber Association in Chicago on June 22 and 23, has provoked the most earnest attention of buyers and sellers of hardwood lumber throughout the country. During the past eleven months HARDWOOD RECORD has received some very interesting comments on the proposed code, these coming from both buyers and sellers. Some of these observations, in the form of letters, have already been published. Below are three other letters on the subject, which this seems the opportune time to publish. One of these letters is from F. E. Ackley, lumber buyer for the Heywood-Wakefield Company of Chicago, one of the largest chair and furniture manufacturing organizations in the country and buyers of huge quantities of hardwoods. There are few buyers better known in the trade than Mr. Ackley. Another of the letters is from A. E. Pope, lumber supervisor for the Dodge Brothers Company of Detroit. Mr. Pope is one of the best informed buyers of lumber in the country and knows the hardwood business from A to Z. The third letter is from a leading manufacturer of hardwood lumber, who asks that his name be withheld, because of his desire not to be hampered should he care to enter into debate of the proposed code on the floor of the National Hardwood Lumber Association convention. The letters follow:

From Mr. Ackley

It would be all right for the National Hardwood Lumber Association to write into the rule book a sales code, if one could be agreed upon that would be absolutely fair to both the buyer and the seller, with no partiality shown to either. In other words, one that would insure both the buyer and the seller a square deal. The advantage would be that, before a deal is really started, a code governing how it should be handled would be thoroughly understood, but a written code is not a necessity, for there are certain well-defined ethics and regulations in the buying and selling of lumber that are thoroughly understood by all lumbermen through the acceptance of long-established customs. A code defining these customs should be acceptable. However, some of the lumbermen seem to have become dissatisfied, and proposed a code at the 1921 meeting in Philadelphia with very different interpretations to the familiar terms. For instance, the term F. O. B. Chicago means: "Free on Board Cars, Chicago," and not F. O. B. the mill, with freight allowed to Chicago, and the date of delivery is the date the buyer receives the stock, and a signed bill of lading by a common carrier does not constitute delivery. This must be so, for the buyer can only inspect the lumber as he finds it, and lumber bought delivered belongs to the seller until it is accepted by the buyer. Any shortage in measurement or damage in transit must be settled between the seller and the railroad. Also, in the terms of payment, the discount period should be dated from the receipt of the stock by the buyer, as the date of the invoice makes no difference to him; for, he is only interested in the lumber after he has received it.

We have not given this sales code idea very serious consideration, knowing that a code to be effective must be accepted by both buyer and seller, and neither party will accept one which he considers unfair.

Yours very truly,

Dict. By Mr. F. E. Ackley.

[Signed] F. E. ACKLEY.

From Mr. Pope

Following previous correspondence relative to the sales code. * * * I wish first to repeat what I have before said, namely: "That it is very difficult to discuss this subject by letter in such a way as to be clearly understood. I feel that the best results can be had through open discussion, although I appreciate the fact that a certain amount of careful publicity is quite often necessary to arouse interest, especially to those who seldom attend the conventions."

As to the code: In my opinion it should provide that a sales acknowledgment or memorandum be given by the shipper to be his guarantee to furnish a full measure, that is, 16 ounces for a pound. In other words, when speaking of lumber he would guarantee to deliver as many feet of each grade as the invoice covered. Also that he make delivery as near

as possible and practicable at the time specified; also that when the sale is made he informs the consumer the exact mill or yard from which the stock will be shipped; also that there would be attached to each and every invoice a copy of the original bill of lading, which bill of lading should show consignment by the mill directly to the consumer. In other words, to do away with the common practice of certain people in having stocks from various mill points consigned to them at some place like, say Cairo, Ill., or Mounds, or Buffalo, and then reconsign them to the consumer.

Also that the shipper binds himself to complete his contract, regardless of hazard to his business, just as readily when the market goes up as he would were it falling.

On the other hand, the buyer's order to the shipper should be his guarantee to accept all the lumber purchased, and at the time specified and at the price agreed upon, regardless of hazard to himself. In other words, he be bound to accept all stocks on a falling market just as readily as he would on a rising market.

In other words, I believe that buyers and sellers should transact their business with each other in an open manner and feel that they had just the same relationship the one to the other as does one member of a company to another member of the same company. In other words, they should feel a partnership in each other which carries with it confidence and trust, and until there is such a confidence and a trust between shipper and receiver there will be very little pleasure in business.

The address given by Mr. Hines of Chicago at the recent meeting of the Yellow Pine Manufacturers' Association has revealed many reasons why both shipper and receiver should conduct their business more carefully in the future than they have in the past, and I sincerely hope that there will be adopted at the next annual meeting of the National Hardwood Lumber Association a code so framed as to protect both shipper and receiver, and that the terms of agreement are so binding that both will be compelled to stand by their agreements. Yours very truly,

[Signed] A. E. POPE.

From a Manufacturer of Hardwood Lumber

Replying to yours of April 13, I believe that there should be a sales code, and that the National Hardwood Lumber Association is proceeding along proper lines to compile and promulgate a sales code which will reflect the fair practices of the trade. It is, of course, desirable that the sales code be thoroughly discussed both by producers and consumers. The interest of the consumers should be given first consideration. While they will have no actual vote in the adoption of a sales code, they have a very effective power of veto, because the buyers are under no obligation to accept the sales code adopted by the National Hardwood Lumber Association unless it is fair and reasonable and satisfactory to the buyers.

It is hardly to be expected that the buyers, due to the complexity of conditions in the consuming trade, will take a very active interest in the work of compiling a sales code. However, it can be expected that they will watch with much interest and with the closest scrutiny the result of the work which is being done along this line by the N. H. L. A.

To be successful, the sales code should be very broad in its expressed principles of honest dealings between buyer and seller. It should not go too much into details, which might lead to argument and dispute. It should not include the ambitious program of trying to solve in one document all problems of the trade, or to put a stop to all abuses. It should not attempt to hew out new paths for the trade to tread, but should only attempt to express those broad principles which have been recognized by custom and practice as the basis of fair dealings between buyer and seller.

Perhaps there is more faith and confidence exercised in the marketing of lumber than in any other line of business. The buyer inquires for a certain amount of stock, the seller quotes a price, and in many cases gives a very inadequate description of his stock, the buyer says in effect, "I'll take it," and all of the rest is left to faith. The fact that this faith is not oftener imposed upon or violated speaks highly for the average of integrity and fair dealings of the lumber industry and the consuming trade. During past years, however, sharp fluctuations in the market have encouraged sharp practices among both buyers and sellers, and when disputes have been taken to the courts to decide the necessity for more complete and definite contracts has become evident. For the sake of convenience, a definitely worded sales code can be made a part of a contract by the use of a very few words, so the necessity for a sales code has been emphasized and appears to be of vital importance in future conduct of the industry. If constructed along proper lines, this sales code will greatly

(Continued on page 28)

News from the National Capital

Lumberman Arrested in Great War Contract Fraud Scandal

John Lewis Phillips, reputed millionaire lumber dealer of Atlanta, Ga., president of the Phillips & Stephens Lumber Company, charged with defrauding the Government out of nearly \$2,000,000 by selling surplus hardwoods at soft wood prices and making secret agreements, surrendered on June 6 to the Department of Justice, 48 hours after the warrant for his arrest was issued.

Phillips denied the charges when brought before Federal Commissioner Hitt for a hearing, waived preliminary examination and was released on \$25,000 bond to await the action of the special United States grand jury which returned the secret indictment against him.

"My arrest came as a bolt from a clear sky," declared the accused lumberman. "I know absolutely nothing about the transaction charged against me. My relations with the Government are an open book and I am quite sure it will develop that I have been unjustly accused."

According to the warrant on which the lumber magnate was arrested, Phillips is charged with disposing of Government lumber aggregating millions of feet, sold, it is alleged in the warrant, to dummy lumber concerns, which in turn sold it at a big profit.

The firm of Phillips & Stephens was selected by the Government to sell approximately 100,000,000 feet of surplus lumber, on which they were to secure a 12 per cent commission.

"Phillips & Stephens," the warrant states, "instead of disposing of the lumber through the usual channels of the lumber trade and for the best interest of the United States Government, entered into fraudulent agreements with persons not in the lumber business and sold the lumber, including mahogany, walnut and other valuable hardwoods, at much less than the market price, receiving rebates and commissions from these persons for the personal benefit and advantage of said Phillips & Stephens." The warrant further alleges that the practices of the firm "were to bribe certain Government officials who had duties to perform in the premises, and said Phillips & Stephens were thereupon to make returns to the United States in which their said fraudulent conduct would be concealed and were to induce said officials to do likewise."

The warrant then quoted a letter purporting to be from the Metropolitan Lumber Company, declared to be a fake Washington concern, signed by A. A. Henry, president, agreeing to give Phillips \$2 per 1,000 feet upon all lumber "sold and purchased by us in consideration of services in aiding us purchase from Phillips & Stephens approximately 4,000,000 feet of lumber at Neenah, Wis."

The alleged war frauds of Phillips were first aired in the House by Congressman Woodruff of Michigan, in his campaign for an investigation of the Department of Justice. The substance of Woodruff's charges is that Phillips was guilty of "gross irregularities" in his war contracts with the Government, and that \$1,854,076.04 was "wrongfully withheld from the United States government."

Four other warrants, it is declared, are also in the hands of United States deputies for the arrest of associates of Phillips in connection with his war contract activities.

According to the data collected by Woodruff, transactions under the Phillips & Stephens contract were audited by the contract section of the office of the chief of finance and the final report was submitted September 8, 1921. Woodruff charged that the present administration sought to hush up the case and "pigeon-holed it" because of the fact that Phillips was a Republican leader in Georgia, and that the administration had sought to prevent embarrassment by prosecuting the case.

According to a memorandum prepared by Ernest C. Stewart, in charge of the contract audit section, March 11, 1922, and who made the investigation of the Phillips & Stephens lumber contracts, four kinds of lumber were to be disposed of by the original contract, the memorandum said. "Notwithstanding this, thirty kinds of lumber were sold by questionable agreement between the director of sales and the contractor, and there was also included many millions of feet of mahogany, cherry, walnut and other valuable hardwoods."

Facts developed by the army's audit, Stewart asserted, warranted the assumption of "gross fraud and collusion." The value of the lumber sold, the audit disclosed, he reported, was \$4,697,171, of which the Government received \$2,843,095, leaving a balance due the Government by Phillips of \$1,854,076, which, he said, has never been paid.

Although 15,000 contracts were investigated by the army's audit, up to the beginning of the investigation, Stewart asserted, "it can be stated beyond argument that the contracts of the Phillips & Stephens Lumber Company are ones which for ingenuity are surpassed by none."

Phillips has extensive lumber connections in South Georgia, where he maintains his legal residence at Thomasville. He also has a home and extensive business interests in Philadelphia. For the past few years he has spent much of his time in Washington, residing at the Raleigh Hotel.

Trade Commission Continues Fight to Get Control of Commerce and Industry

The legal battle which the Federal Trade Commission is conducting to secure power to compel corporations to surrender trade data is of interest to the lumber industry, not only because the litigation will test the scope of Federal authority to control production and commerce, but also because the lumber industry is one of those from which the Federal Trade Commission was seeking certain trade information when it was forbidden by the Supreme Court of the District of Columbia to proceed with these efforts.

This injunction, however, was the result not of a suit brought by a member of the lumber industry, but by steel and coal companies.

The Federal Trade Commission is now appealing from this injunction to the Court of Appeals of the District of Columbia and has announced its intention of carrying the case to the Supreme Court of the United States, if this becomes necessary.

A comprehensive analysis of the litigation, which clearly indicates the lumber industry's interest in the case, has been prepared by Dr. Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, and has been circulated among the members of the association and the lumber trade press. This analysis follows:

During 1920 the Federal Trade Commission attempted to secure from the steel industry, coal industry and lumber industry certain information concerning the business of corporations engaged therein, including production, sales, costs, prices and profits.

The Commission was enjoined by various steel corporations by decree of the Supreme Court of the District of Columbia. The Commission was similarly enjoined from requiring the information from the coal industry in the so-called Maynard Coal case. It, therefore, discontinued, in the latter part of 1920, its negotiations with the lumber industry touching the formulation of a suitable schedule of questions to be submitted to lumber manufacturers.

The discontinuances of this action by the Commission was due to the injunctions granted against its assumed authority, pending the Commission's appeal. Since that time the injunction granted by the Supreme Court of the District of Columbia has been made final. The Commission has now appealed to the Court of Appeals of the District of Columbia, and announces its intention to carry the appeal, if necessary, to the Supreme Court of the United States.

The Issues Involved

The Commission has made its appeal against the injunction granted in favor of the steel companies, which refused to furnish the information demanded by the Commission upon the three following grounds, which were sustained by the lower court:

First, that the Constitution did not give Congress authority to enact a law which would give to the Federal Trade Commission the authority which it has assumed in this case, because the exercise of such power would constitute an interference with the regulation of "purely private intrastate manufacturing business;" also that production is not interstate commerce and is, therefore, not subject to Federal authority under the power to regulate interstate commerce.

Second, that the requirements of the Federal Trade Commission constitute an infringement of constitutional rights under the Fourth and Fifth Amendments by compelling disclosure of "trade secrets and facts, which amount to an unreasonable search and seizure."

Third, that, irrespective of the constitutional power of Congress to grant such authority by statute, it did not in the Federal Trade Commission act, from which the Federal Trade Commission derives its powers, give to it the powers which the Commission has sought to exercise.

Answer of the Commission

In answer thereto the Commission in its brief and argument, on appeal to the Court of Appeals of the District of Columbia, which appeal is now pending, takes the position which may briefly be summarized as follows:

First, that Congress has full power to collect information necessary or proper to enable it to act intelligently in passing legislation upon any subject over which Congress has jurisdiction.

Second, that Congress may collect this information through a congressional committee or through an administrative body such as the Federal Trade Commission.

Third, the power to regulate interstate commerce is not defeated by the fact that it may involve incidentally the regulation of some intrastate commerce, or even of production (which has been declared by the lower court not to be commerce at all, either interstate or intrastate).

Fourth, that in the regulation of interstate commerce Congress may use the "effects of publicity," and "may impose conditions under which state-created corporations may engage" in interstate commerce.

Fifth, that the limitations upon these powers of Congress are those with respect to "search and seizure," and the "taking of private property without due process of law," and that no individual may be compelled to incriminate himself. Also that the provisions touching self-incrimination, or search and seizure, are not applicable to a corporation as not being a "citizen" under the terms of the Constitution.

Sixth, that the requiring of information in and of itself does not constitute regulation.

Seventh, that the one difference which exists between the exercise of federal regulatory power over the transportation business—such as the railroads—and over those who are engaged in interstate commerce—such as the steel or coal or lumber industries—lies in the difference in the "recognized general public interest" in them; also that both are in commerce.

Eighth, that when the business is "in a vital, basic necessity, of constant universal use, it is also charged with the general public interest and use, and the distinction (see number 7 above) disappears, and there is imposed upon the general government the same paramount right and duty to regulate."

Ninth, that business in iron, steel and coal is "basic and vital, and, consequently, is so charged with public interest and use," and is therefore just as much subject to Federal regulation as is the business of transportation itself—such as the railroads.

Tenth, that the Federal Trade Commission Act should be applied "in recognition of these powers and duties" which "cannot be thoroughly or properly performed without accurate knowledge of the full and true facts," including those called for from the steel and coal industries, such as production, sales, prices, costs, profits.

Eleventh, that a "state-created corporation" as a condition of engaging in interstate commerce must furnish the Federal Trade Commission, when requested, "trade information as to all of its business, which (without revealing trade secrets or the names of customers) that Commission shall publish as it shall deem expedient in order that the regulatory effect of publicity of the true facts may take hold, and based on which the Commission shall recommend to Congress such additional legislation as shall be deemed proper."

Twelfth, that in the case of the steel companies (involved in the injunction decree against which the Commission now appeals) the information required by the Commission is necessary to show the "true condition of the specific portion of commerce which exists in these basic trades, including particularly supply and demand, costs, selling prices, income, expense and profits."

(Continued from page 19)

Rates in Cents Per 100 Pounds Applying on Logs, Bolts, Billets and Other Rough Material

When the present rate is as shown below and there has been no change since August 26, 1920	The new rate will be		
	In the Southern Group	In the Western Group	In the Official Group
2	1 1/2	2	2
3	3	2 1/2	2 1/2
4	3 1/2	3 1/2	4
5	4 1/2	4 1/2	4 1/2
6	5 1/2	5 1/2	5 1/2
7	6	6	6 1/2
8	7 1/2	7	7 1/2
9	8	8	8 1/2
10	9	9	9 1/2
11	10	9 1/2	10
12	10 1/2	11	11 1/2
13	12	12	12 1/2
14	12 1/2	13	13
15	14	13 1/2	14
16	14 1/2	14 1/2	15
17	15	15	16
18	16 1/2	16 1/2	17
19	17	17	17 1/2
20	18	18	18 1/2

NOTE: Generally speaking, the southern group includes points east of the Mississippi River and south of the Ohio River; the western group includes points west of the Mississippi River except the far west; the official group includes points in Central Freight Association Territory and points grouped therewith, also Illinois territory.

Thirty-Five Hundred Invited to National's Silver Jubilee

Thirty-five hundred invitations to the twenty-fifth annual convention of the National Hardwood Lumber Association have been issued. The invitations this year have been so adjusted as to reach unusually large contingents of the woodworking lines. Responses thus far indicate that there will be an especially heavy attendance at the meeting from all of the lines which can be classified under this head, particularly from the automobile, furniture and sash and door manufacturing sections of the industry. Nine-tenths of these responses contained requests for hotel reservations, and indicate not only that the principals of the woodworking concerns will be present, but also that in the majority of instances these principals will be accompanied by their lumber buyers. Present indications are that attendance at the meeting will reach at least 1,500. The convention takes place in Chicago at the Congress Hotel on June 22 and 23.

One of the most important pre-convention events was the appearance about ten days ago of the annual "Official Year Book," which contains the complete program of the twenty-fifth annual convention.

The book is larger and handsomer this year than ever before, and was designed to express the importance of the silver anniversary of the association—the one which the forthcoming annual will celebrate. The book contains 218 pages in addition to the artistic cover pages. The cover pages are heavy brown linen paper. The outside front cover page bears the imprint of a scene from a log drive, printed in silver and two colors, red and blue. The matter inside the book is printed in sepia ink. One of the most interesting features of the contents is the "Outline of History of the National Hardwood Lumber Association," in which the larger aspects of the association's history are traced with a facility that rivals Wells' celebrated chronology of the world.

The program shows that besides such headliners as Secretary Hoover and Governor Allen of Kansas and the Sales Code questions at the business sessions, there will be plenty of entertainment at the social sessions in the two evenings of the convention. Some of the best vaudeville performers in the country are booked for the Silver Jubilee banquet June 22 and the dinner and smoker June 23.

West Virginia Hardwoods

85 Per Cent
of All
Hardwoods
is
Consumed
in this
Territory



Oak
Yellow Poplar
Basswood
Maple
Chestnut, Beech
Birch, Cherry
Hickory, Ash
Walnut

WEST VIRGINIA has long been celebrated as a production area for QUALITY Hardwoods. Her geographical location lends itself to SERVICE, which is so necessary in these days of keen competition. When you want the happy combination of QUALITY and SERVICE it is yours for the asking.

The W. C. Barlett Lumber Co.

Charleston, West Virginia
BAND MILL—Spice Run, West Virginia

The Meadow River Lumber Co.

Manufacture High Grade
Oak, Maple, Beech, Birch
FLOORING & HARDWOODS
RAINELLE, WEST VIRGINIA

Eakin Lumber Company

MANUFACTURERS
West Virginia Hardwoods, Rough and Dressed
WESTON, WEST VIRGINIA
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Rockcastle Lumber Company

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MILL—Seth, West Virginia
Annual Capacity, 2,000,000 Feet

American Column & Lbr. Co.

Brunson Building, Columbus, Ohio

The Wilson Lumber Company

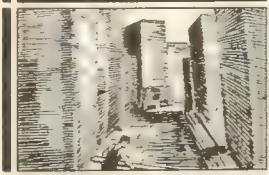
Wholesalers and Manufacturers
HARDWOODS
BAND MILL: Mill Creek, W. Va. OFFICE: Elkins, W. Va.

Smoot Lumber Company

Cowen, West Virginia
Manufacturers Oak & Poplar Lumber

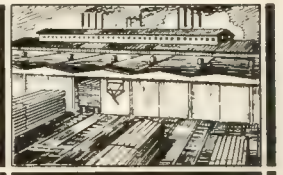
Sharpnack Lumber Company

M'f'rs BAND SAWED WEST VIRGINIA HARDWOODS
White Oak Red Oak Yellow Poplar Chestnut Basswood Beech Maple Hickory Walnut
Band Mill and Mill Office: VERNER, Logan County, West Virginia
General Offices: 1015-1016 First National Bank Building
HUNTINGTON, WEST VIRGINIA
(Address all Inquiries to Huntington Office)
All lumber band sawed and of our own manufacture. We can ship straight cars of 4/4 to 8/4 of any grade in all kinds of lumber which we list.



YARD AND KILN

*A Section Intended to Promote Efficiency
and Economy in Lumber Drying*



Advice on Selection of Dry Kilns Best Suited to Hardwood Lumber

By C. J. Mural

The following is in reply to an inquiry which reads as follows:

"We are contemplating construction of dry kilns to dry hardwood lumber, green from the saw, providing we can successfully dry it at a rate that would justify the investment and operation cost. Our cut is 60 per cent gum, and the other 40 per cent mostly oak. The thickness is largely one inch, with some stock up to two inches, and also more or less five-eighths and three-quarter inch. We would dry the stock to a 15 per cent moisture content, as a rule. It is our idea to build the kilns 20' x 120', crosspile the lumber and dry it progressively. We have had very little experience with dry kilns and it is our information that in progressive kilns the air circulation is longitudinal. We would like to ask why it is not better to cross-pile the lumber, as we note from your article in the issue of April 10th, of the *HARDWOOD RECORD*, that you advise against it. We would appreciate it very much if you would outline the type of kiln, which in your opinion would be best suited to the work we are trying to do."

The progressive principle of kiln drying is not properly adapted to the drying of hardwood lumber green from the saw, such as mentioned in the inquiry. No doubt it is more convenient from the standpoint of operation, and that of necessary attention, and it is also perhaps less costly in construction, but experience compels the writer to advise against its use for any drying where exactness in humidity of the kiln air is of as much importance as in the case of green oak lumber. As to the green gum, will say that, with proper management, it may be possible to obtain fair results in progressive kilns, but any steaming, prior to the kiln drying (which is rather beneficial to gum lumber), is not practicable in a progressive kiln and would have to be carried on in a separate steaming room at additional handling cost.

Advantages and Disadvantages of the Progressive Kiln

The progressive kiln has some real and some fancied advantages, and from the hardwood standpoint, many disadvantages. Its only proper place is in the drying of soft woods. It does not fit into the yard of the hardwood producer.

The principal advantage and argument in favor of the progressive kiln is in its smaller cost of construction for a given output capacity, when compared with compartment kilns. In most operations this saving in first cost is more than offset by the increased labor cost of handling the lumber through the kiln, which is considerable in the case of long kilns without mechanical provision for the handling of the cars.

Another advantage is in the direct progressive movement of the lumber from the saw, through the kilns, into dry storage, or to shipping track. It is quite possible to so locate compartment kilns, and connect them to trackage, as to obtain the same result with less effort.

A fancied and very erroneously conceived advantage is in the belief that most anyone can operate progressive dry kilns, since all that is necessary is to push the lumber in at one end and take it out at the other, the air temperature and humidity conditions necessary for the proper seasoning being immutably "built into the kiln" by the man who designed and constructed the same.

The proper, successful drying of hardwood lumber requires a series of graduated heat and humidity conditions which must be established and held uniformly, suitable at each car position to the gradually

diminishing moisture content of the lumber, so as to automatically furnish the necessary moisture balance between the air and the wood, to prevent too rapid a surface drying and its consequent damage, or in reverse, to maintain a sufficient drying speed to avoid unnecessary time loss.

Such a carefully and distinctly graduated condition of increasing temperature with decreasing humidity, however, is not possible in any progressive kiln, especially not in a kiln which depends upon natural, or gravity ventilation for the lengthwise movement of air, from end to end. The writer would not consider it safe to dry oak lumber in such a kiln, unless this material had been previously yard dried well below the fibre saturation point.

Moisture Content of Wood Must Control Temperature and Humidity

It is generally conceded that in the drying of hardwood lumber the temperature and humidity of the kiln air surrounding the lumber must be controlled by the "known" moisture content of the wood, and that the changes in the heat and humidity of the kiln air as required from time to time, shall be made only on the basis of the actual moisture content of the wood, and not merely by guess, in which is only considered the length of time which has elapsed since the lumber was placed into the kiln. This is the sole safe and sane method in treatment of refractory hardwoods, and it cannot be practically applied in a progressive kiln, for when one car moves, all cars must move, or a lot of valuable kiln space will be sacrificed. Moreover, there is nothing in the design or construction of the average progressive kiln which will prevent serious variations in the air condition from that intended (or even temporarily established) for any given car position. Changes in atmospheric humidity, wind direction or wind intensity have a frequent and very disturbing effect on the graduated air condition desired in the progressive kiln.

To obtain freedom from these disturbing outside influences, the writer (also misled by the apparent advantages of the progressive principle), several years ago constructed four progressive kilns of the condensing type for the drying of hardwood. These were designed with the greatest care and engineering effort, to make possible a full and effective control of the graduated temperature and humidity conditions as required by each of the twenty-two car positions, and to assure a reasonably positive circulation of the kiln air through the lumber on each kiln car.

A heater coil, capable of the most minute regulation, was placed transversely under each car position, and the condenser coils, located at both side walls, were subdivided into easily controllable sections. The building construction was fire-proof and air-tight. No effort or expense was spared to obtain the desired end: to-wit, the perfectly and permanently graduated condition of temperature and humidity over the twenty-two car positions from end to end of the kiln.

Yet, all of these precautionary measures to the contrary notwithstanding, strong longitudinal air currents were set up by the temperature extremes of the charging and discharge ends of the kiln, which seriously interfered with the drying conditions, made necessary the installation of transverse dividing curtains at various points throughout the kilns (which were found cumbersome in operation), and while fairly good results were obtained in the end, these kilns could not be compared in effectiveness, or operating ease and cost, with any of the several blocks of compartment kilns subsequently

built on the same premises, and operated in drying of identical material.

No Greater Steam Economy

Economy in steam consumption is another fancied advantage credited to progressive kilns. This is not based on fact, as can be readily proven. The reverse is the case, caused by the frequent opening and cooling.

Aside from the inability to maintain proper drying conditions, such as are required in drying hardwoods green from the saw, there are other objections of importance to the progressive drying of hardwood. One of these is in the necessity for opening of both end doors, full and wide, whenever a car is to be removed, the remaining cars are to be progressed, and a fresh car to be introduced. All of this takes considerable time to accomplish, even with a trained crew, and it is warm work without a mechanical car moving device to assist, and even then the time required approximately remains the same, and just about long enough to destroy temperature and humidity conditions throughout the length of the kiln (which it may take hours to re-establish), and to start case hardening of the more exposed portions of the piles. Where a mechanical car hauling device is employed, steam may be used to counteract the effects of the sudden exposure to cooler air, but if the work has to be done with man power such steaming is impractical.

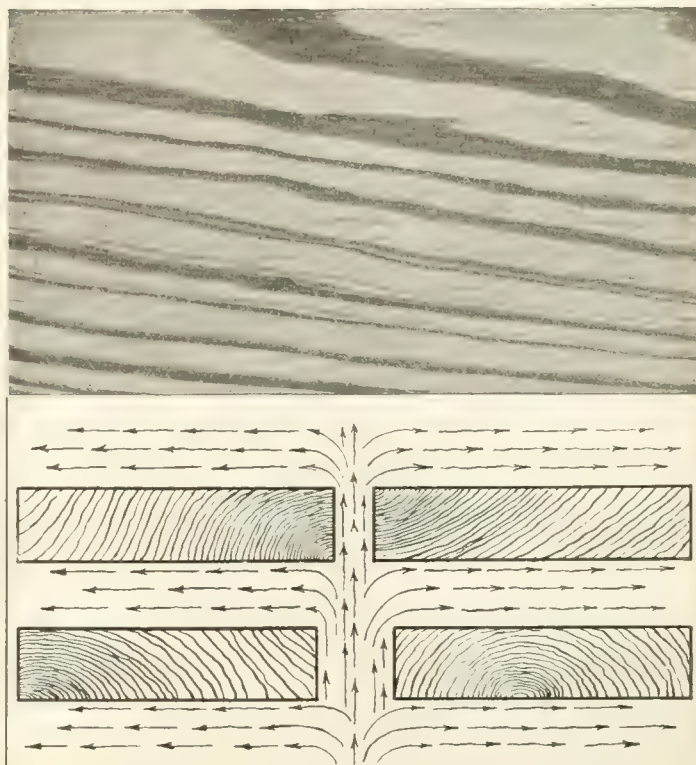
The impracticability of steaming the lumber properly, either at the start, or later to remedy incipient case hardening, in such kilns has already been mentioned.

The inquiry refers to a crosspiled, progressive kiln with *longitudinal* circulation. Such a kiln would be very good at high temperatures in the drying of soft wood, but the writer cannot recommend it for the purpose which is mentioned in the inquiry. The description given presumes a ventilated type of kiln with fresh air supply at the discharge end, and the moist air removal at the charge end. From the wording of the statement, the gentleman making the inquiry seems to be under the impression that the air entering at the hot end of the kiln would travel squarely through the cross-section of the kiln, parallel to its axis, and would pass consecutively through all of the lumber piles in its path.

Unfortunately this is not so, because air, like all fluids, will follow the path of least resistance. The air volume in this case is relatively small, its velocity is low, and the resistance of the channels through the lumber piles (between courses) is too great, at least much greater than that of the free space around the lumber piles. Under these circumstances the necessary circulation of air through the respective lumber piles will be apart from the longitudinal scheme. It will be local, caused and controlled by the difference in the gravity of the air in actual contact with the lumber, to which it delivers heat, and from which it receives moisture in return, thereby becoming cooler, denser and heavier, its weight further augmented by the moisture which it absorbs, and thus it must eventually descend against the ascending warmer and lighter air, passing in counter current through the same channels, coming and going, unless there has been made a provision in the piling of the lumber on the kiln cars, and in maintenance of proper spaces between the kiln cars, for a coming and a going stream of air through the lumber. This can be helped by providing a triangular, graduated chimney space through the center of the lumber pile, to enable an easy upward flow of the warmer and lighter air, forcing the same sidewise through the sticker space between courses. The horizontal travel of the air is thus reduced to about half its length, since the air is able to ascend through the center of the pile, and the resistance is likewise reduced to one-half, thus stimulating better circulation, where it is needed most—*through* the lumber piles. The moisture taken from the lumber is diffused into the general air circulation of the kiln by the descending air. This is how the air movement works, or at least how it should work, in this type of kiln.

Drying Must Be Uniform

So much in general explanation of the progressive kiln and its adaptability to hardwood drying. Next, the writer wishes to call attention to the urgent necessity for *uniformity* of the drying of all the lumber on any kiln car, if the output of the kiln shall be at its



Circulation

The arrows show exactly how the moist, warm air circulates around every piece of lumber in the Kiln—drying it through and through, without warping, checking or case-hardening.

It is the continuous circulation that counts—the constant movement of air; after the air has put in its work across only 3½ feet, it is reconditioned and again returns to circulate as shown by the arrows; and this change is made every nine seconds.

It makes no difference what kind or grade of lumber you put in; the accurately controlled temperature, humidity—and circulation will take care of it.

Write for Catalog 282



**HIGH HUMIDITY
DRY KILN**

THE KILN WITH A CIRCULATION YOU CAN UNDERSTAND

HYDE PARK, BOSTON, MASSACHUSETTS

641



possible maximum and the product in best condition. Uniform dryness in a lumber pile cannot be obtained unless the air circulation through this pile is of sufficient volume to fill all of the passages surrounding each course of boards and each board, and of sufficient intensity to overcome the friction resistance to its movement through these passages. Unless the circulation within the respective lumber piles is uniform, the heat supply to the lumber cannot be uniform, neither can the moisture removal from the lumber surface be uniform. The drying within the piles will therefore be uneven, certain portions drying faster, others slower, and the drying time will be lengthened.

It is true that this condition may also obtain in some of the compartment kilns, and that it may be modified, or accelerated, by good or poor piling.

The length of time necessary to dry any lumber is controlled by several conditions, which may be enumerated as follows:

(a) The rate of transfusion of the moisture from the interior of the wood to its surface when exposed to the maximum safe temperature. This rate varies with the species and to some extent with heart and sapwood of the same species.

(b) The proper schedule of permissible drying temperatures, since the rate of transfusion increases with temperature increase.

(c) The thickness of the lumber, or rather the distance through which the moisture must pass.

(d) The condition of the surface fibers and extent of any previous case hardening. Method of sawing, quarter or flat.

(e) The initial moisture content of the wood and the desired final moisture content—in short, the amount of moisture to be removed.

(f) Structural peculiarities of the wood, and its ability to resist rupture under unequal shrinkage stresses.

(g) The continuity of the drying operation, without interruption, under the schedule selected, with due consideration of the conditions a to f.

(h) And last, but by no means least, the previously mentioned uniformity of the heat supply to, and moisture removal from, all of the boards in each pile. This can be accomplished only by an ample and uniform air-circulation over all lumber surfaces in the kiln. This air-circulation must be ample in volume and ample in velocity, and its temperature and relative humidity must harmonize with the schedule requirements.

Concerning Relative Humidity

The relative humidity of the air circulating over the lumber controls the absorption by the air of the moisture which the heat causes to transfuse from the interior to the surface of the wood, and there to become vaporized. The greater the relative humidity of this air, the slower will it absorb additional moisture, and vice versa. It is through the regulation of this relative humidity of the circulating air that the kiln operator is able to control, and slow up, or speed up, as the case may require, the rate of removal of the wood moisture from the surface of the lumber, and thus protect it against case hardening and consequent loss.

This air-circulation, which has just been discussed, must not be confounded with the so-called "ventilation" of the kiln. The air-circulation does all of the heat and moisture carrying to and from the lumber, while the "ventilation" may be concerned only in removing from the kiln the proper portion of the moisture which the "circulation" has absorbed from the lumber surfaces, by expulsion of a certain amount of this moisture laden air, with simultaneous substitution of an equal amount of drier fresh air. Each of these performs a distinct duty, and it is by careful adjustment of the amount of ventilation which the operator permits that he is enabled to maintain that relative humidity of the kiln air which is necessary to restrict (or slow up) the moisture absorption from the surface of the lumber and thus to protect it against the evils of rapid surface drying.

In any kiln, the Moist Air Fan Kiln and the Tiemann Water Spray Kiln alone excepted, the air circulation through the lumber piles is caused and controlled by the difference in the gravity of the air entering and leaving the lumber.

In the Moist Air Fan Kiln the air circulation through the lumber is forced in positive manner by the fan, and in the Tiemann Water

Spray Kiln it is induced and accelerated by the action of the water sprays.

Since the gentleman making the inquiry stated his unfamiliarity with dry kiln problems, the writer deemed it necessary to present the foregoing explanation in the simplest and most understandable form.

In the opening paragraph of the inquiry it is stated that the drying of the lumber would have to proceed at a "certain rate." This the writer interprets to mean "large quantities to be dried at the fastest practicable speed, compatible with good quality of product at minimum loss."

Now, quantity of output simply means kiln capacity and organization of the drying operation, and this would remain the same in either case, progressive or compartment system. We have already discussed the drying speed and the conditions which control it. These can hardly be altered, and must hold good in any kiln.

Circulation Efficiency Means Success

The important variable, therefore is the "circulation through the lumber piles in the kiln." *All other things being equal, the kiln with the best circulation will do the most satisfactory drying in the least practicable time*, because it will insure uniform drying and will prevent a condition frequently found where certain portions of the lumber in a pile lag considerably behind in drying, because these portions happen to be less favored by the air circulation than the rest and thereby are holding back the entire kiln charge.

But in no kiln, no matter how good its circulation, can we dry the lumber any faster than its moisture transfuses from its interior to surface.

The more direct from the saw the lumber can be brought to the kiln without much exposure to sun and wind, the better will be the kiln output, if proper attention is given to all other necessary and herein stated conditions.

Summing up on basis of the foregoing explanations, the writer would advise against progressive kilns and in favor of compartment type kilns for hardwood drying. Also, for endwise piling and against cross-piling. Endwise piles should be about seven feet wide with center chimney, thus giving the lateral travel through the sticker spaces between adjoining courses of boards not more than three to three and one-half feet.

(This Discussion Will Be Continued June 25—Editor)

Why Lumber Is Steamed During Kiln Drying

The Forest Products Laboratory is now enclosing in its correspondence a slip of paper with the following information:

"From the questions asked by numerous students taking the short courses in kiln drying at the Forest Products Laboratory, Madison, Wisconsin, it is evident that many who operate kilns and handle lumber do not understand the object of steaming lumber in a kiln. There seems to be a common impression that the purpose of steaming lumber is to "remove the sap." This is far from being the fact, for when lumber is steamed it takes on moisture, as a rule, instead of giving off anything.

"The reason for steaming lumber during drying depends on when it is done, but nearly always the treatment is given for one of the following purposes: (1) to heat lumber through quickly at the start; (2) to relieve stresses which otherwise would produce checking, casehardening and honeycombing; (3) to equalize the moisture content and condition the lumber ready for use at the end of the run; (4) to kill fungi and insects in the wood.

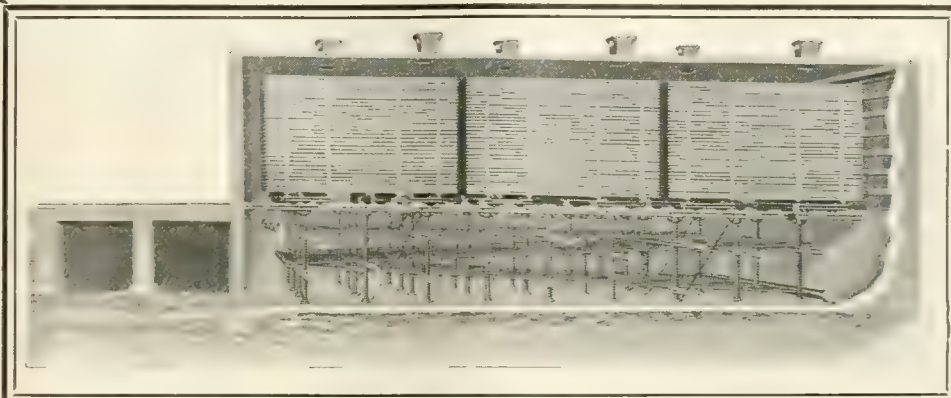
"When lumber should be steamed, how long the treatment should last, and what temperature should be maintained are points which have been determined at the Forest Products Laboratory by tests on many species of wood. A thorough understanding of the steaming operation is essential, because the whole kiln charge can easily be ruined by too severe a treatment. One of the chief needs of many commercial kilns is proper steaming facilities, without which a high degree of success in the artificial seasoning of wood is impossible."

Moore's Famous Moist Air Kilns

The natural circulation in MOORE'S compartment kiln is supplemented by live steam sprays, which follow the same lines and work in harmony with the natural circulation. An even temperature and circulation is thus assured.

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COMPARTMENT TYPE

These kilns are as nearly automatic as it is possible to build dry kilns. They represent the concentrated study of "since 1879."

Send for an illustrated catalogue, describing both Progressive and Compartment type of kilns. Let us tell you what we have done for others

JACKSONVILLE, FLA.

MOORE DRY KILN COMPANY

NO. PORTLAND, OREGON

"KILN BUILDERS SINCE 1879"

Walnut Men Talk Business and Play Golf

The American Walnut Manufacturers' Association met in Cincinnati, June 7 and 8, as the guests of Max Kosse of the Kosse, Shoe & Schleyer Company, and president of the Walnut association, for a business meeting and the annual spring outing and golf tournament. The forenoon of the first day was devoted to the business session, at which time consideration and approval were given national publicity plans for the next year.

These plans involve an enlargement and extension of the general publicity, making known the fact that genuine walnut in lumber and veneer is available in large quantities. It also includes the further directing of attention toward the many desirable characteristics of American black walnut as a furniture and interior cabinet wood. George N. Lamb, the secretary, reported on the results obtained from the walnut exhibit made at the Better Homes Exposition in various large cities in the Middle West and the East.

These walnut exhibits were very successful in the interest created, and an average of 30,000 people in each city stopped to obtain additional information on walnut. Very interesting statistics were collected showing the high esteem of the general public for walnut as a furniture wood.

Consideration of traffic problems, both on logs and lumber, was the other principal subject for reports and discussion. The scattered sources of logs, the long hauls to mills and the long distances to many consuming centers make this a vital matter, especially in marketing low grades of walnut lumber. Another important action was the establishment of a walnut veneer section, which will consider the problems of the walnut veneer manufacturers.

Lamb and Knight Tie as Golf Champs

The afternoon of the first day and the entire second day were devoted to the outing at which golf, at the Hyde Park Country Club, was the principal sport.

The championship of the association, decided by medal play at 54 holes, resulted in a tie between W. W. Knight and Secretary George N. Lamb. It is understood that the tie will be played off in a private match in the near future. This match was for the president's cup.

The handicap event was captured by J. N. Penrod, with an allowance of thirty strokes. This event was at the mercy of Mr. Kosse (allowance forty), until the last hole, where he dubbed a brassie into a deep gully and took fifteen strokes to get out. The play in this event was for the vice-president's trophy.

The scrap between the right and left handers resulted in a crushing victory for the right handers, V. L. Clark and J. N. Penrod winning the match five up on the fourteenth green, the vanquished port siders being W. W. Knight and R. E. Pickrel.

The Trans-Mississippi championship was taken in a neat manner by George S. Shanklin, Messrs. Penrod, Pickrel and Clark being the victims of a combination of Shanklin's good shooting and high handicap.

The low score for 18 holes was captured by Secretary Lamb, three birdies aiding materially in the completion of a low score. Mr. Knight furnished hot competition in this event.

Minigus and Shanklin Lock Horns

The novice putting contest was a hot battle between Bert Minigus

and George Shooklin, the former finally winning with an average of four per holes. The senior putting contest was won by Mr. Pickrel with forty for eighteen holes.

George W. Hartzell worked harder in his role of umpire, peace-maker and official handicapper than if he had played.

Several members played their initial game of golf, and the beginner's foursome attracted much attention and a gallery by its noise, divots, lost balls, pilgrimage to the timber and tall grass, breaches of golf etiquette and controversies as to scores. The foursome met at tees and greens, but between each pursued his solitary and divergent way. Charity forbids the mention of names or scores. Some very promising neophytes were uncovered, however.

The entertainment committee consisted of Messrs. Shoe, Schmidt and Heit of the Kosse, Shoe & Schleyer Company, and due to their efforts there was nothing wanting to make the outing the best ever held by the Association. Plans are now being made for a fall golf tournament to be held in Kansas City.

Norway's Forests and Lumber Trade

Norway has been making a profit from its lumber industry since S80 A. D. Conservation of the existing supply, utilization of so-called waste and a remarkably efficient planing industry are some of the reasons explaining the "why" of greater profit for the Norwegians in international trade.

Axel H. Oxholm, now chief of the Lumber Division of the Department of Commerce, carefully surveyed the entire industry in Norway some time ago, so that American lumbermen could benefit from the greater experience of the Norwegians in successfully selling lumber in the world's markets. His investigation, conducted on the ground in actual contact with the industry and trade, developed much information which should prove profitable to American lumbermen. His complete report is now available in the form of a 136-page, well illustrated pamphlet. Subjects such as the manufacture of lumber, lumber export trade, branding, prices, competition, American opportunities, etc., all receive attention. The administration of the Norwegian forests and associated subjects are given full treatment.

According to Mr. Oxholm, the manufacture of lumber has been highly developed in Norway, and in his opinion the sections of the report describing methods used in resawing and conserving wood in the production of planed lumber and box shooks, and the economies practiced in saving waste material, will be of particular interest to American lumbermen.

The full report is known as Special Agents Series No. 211—Forest Resources, Lumber Industry and Lumber Export Trade of Norway. Copies can be purchased at 30 cents each from the Superintendent of Documents, Government Printing Office, Washington, D. C., or from any of the district or co-operative offices of the Department of Commerce.

The Atkins-Coleman Edger Roller—The Standard of the Edging World



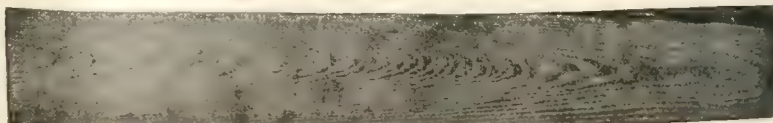
There has been perfected in the last few years a device of the utmost importance to the sawmill operator, whether he be producing fifty thousand or five hundred thousand feet of lumber per day.

In dissecting the average sawmill operation with an eye to ascertaining the causes of the enormous percentage of waste, we find that in reality a large portion of this results from one machine and this is the gang edger. Particularly is this the case in mills cutting less than fifty thousand feet, for the only operations they have ordinarily are the band or circular saw, the edger and the trimmer, with possibly the addition of a resaw.

Statistics have shown that in the average mill operation at least five percent of the cut per day goes through the slasher and to the offal machines, thence to the burner. It is possible a large proportion of this could be saved and sent out to the yard as salable stock if the proper edging equipment were used, for with any other than a roller, which insures a positive feed to the saws in place, crooked lines are bound to result unless the entire run is edged along the guide, and this is indeed a rarity.

The Atkins-Coleman feed roller has no deep seated mechanical secret in its construction. It is very simple and involves only one feature, but

this is of great magnitude and is the fact that the feed bars are renewable without removing the roller from its bearings. This being the case, the edgerman is able at all times to keep his rolls sharp and true and insure himself a positive feed to the saws. No mill operator would think of running with a defective saw on his band mill, but the edging opera-



tion, which is of vital importance, is often mis-accomplished because of worn edger rollers.

For example, unless the edger be equipped with the Atkins-Coleman feed roll the average appearance of the roller after being in use a short time is as shown in cut at top of page —

This roller cannot feed the lumber through true, and in fact it cannot even start it at ninety degrees to the saw, hence the inevitable result is boards as below.

It behooves each and every sawmill operator, now that there is such a close margin between production cost and selling price, to look carefully into his operation and see if such a leak as this is still going on in his operation.

The cost of installation of these rollers is really very low when the remarkable saving they accomplish is considered, and also when we realize that their first cost is virtually their last cost as there are no wearing parts which cannot be replaced, and once the roller is between the bearings and in place, it is there to stay.

These rolls are manufactured by E. C. Atkins & Co. of Indianapolis, and are sold through all their branches and by a number of the leading manufacturers of sawmill machinery.

E. C. Atkins & Co. maintain a department solely for the purpose of looking into your operation with you and giving you an engineer's viewpoint on your process of manufacture, advising you whether it would be policy to install a set of these feed rolls.

They will tell you just what they can do for you; what the cost will be, and in how many days' run this cost will be saved.

It is a belief of many sawmill engineers that this product has gone far to offset the tremendous waste formerly incurred in the manufacture of lumber.

(Continued from page 20)

simplify the form of contracts between buyer and seller, but the sales code need not be considered as the last word in the contract, as it will not prevent the addition of any other contract features which may be agreed upon between buyer and seller and which may be necessary to an accurate and definite statement of the agreement which has been reached. Right here we see the danger of going too much into detail in the construction of a sales code. It cannot be expected to cover every detail which may arise in the dealings between buyer and seller, as each indi-

vidual transaction has its own peculiar conditions. The sales code should therefore contain only those broad principles which have been thoroughly established and well recognized as the custom of the trade, leaving minor details to be worked out between buyer and seller and added to the contract as may be necessary.

It is not to be expected that the consuming trade will immediately accept the sales code adopted by the National Hardwood Lumber Association, no matter how fair it may be to the buyer. This will probably require a process of time and the growth of confidence. A campaign of education will be necessary which can best be done by those lumbermen and salesmen who come in direct contact with the buyers and who are therefore in position to discuss the details in person. In the beginning there will, of course, be more or less suspicion on the part of the consuming trade which only time and experience can remove. It might be well to remember that the Ten Commandments were promulgated a good many centuries ago and they have not yet been fully adopted and accepted as a basic principle governing human conduct. So we should not expect too much of the sales code in the beginning, although I believe it is a long step in the right direction.

Yours very truly,

[Signed] ANONYMOUS.

2,000,000 feet per month

is the amount of Dimension Stock we are now producing.

3,000,000 feet per month

will be our production within 60 days. We are installing \$45,000 worth of additional equipment to meet this increase.

We have satisfied customers in every section of the country.

Why tie up your capital in large lumber inventories?

Get Dimension Stock cut to your exact size and specifications Air Dried or Kiln Dried.

Shipping schedules strictly observed.

CHICAGO MILL AND LUMBER COMPANY

Dimension Stock from *DIMENSION LUMBER* Dimension Stock for all
SOUTHERN HARDWOODS *DEPARTMENT* Wood-working Industries

Beech
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Ash, Elm
Cottonwood
Cypress, Maple

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Chicago, Illinois

Toys
Squares
Furniture
Core Stock
Drawer Sides
Built Up Stock

(Continued from page 17)

Resolutions Adopted

The conference was closed with the adoption of a number of resolutions, which were drawn by various committees, but which were adopted by the conferees by a majority vote. The major resolutions are as follows:

Resolution on Standardization

We favor the manufacture of lumber in such sizes as will most effectively conserve our raw material—the forests; will adequately meet the needs of commerce, and will be serviceable for the purposes for which the lumber may be used.

We believe that so far as practicable and consistent with the interests of conservation, convenient distribution and efficient utilization of lumber these sizes should be standard.

We recognize the duty of the producer of lumber to serve the needs of the consumer and to secure to home builders and wood-using industries of the nation the use of suitable lumber of standard quality and manufacture without preventable waste and at minimum cost to the consumer.

So far, therefore, as it is within the power of the lumber industry, we undertake, through association grades and inspection, to protect the public by the protection and wherever possible the guaranty of the integrity of the grade of our product, and of the delivery to the buyer of the grade and quantity sold by the sawmill.

Select Manufacturers' National as Leader

Resolved, That with respect to the program inaugurated by the Department of Commerce concerning standardization, simplification, guarantees to the public, and similar matters, that the contact between the lumber industry and the Departments of Commerce and of Agriculture and other governmental departments, the public and others interested be through the National Lumber Manufacturers' Association; and that the regional associations and others representing lumber producers keep the National Lumber Manufacturers' Association advised of the development and status of the program undertaken by this conference.

Request Government Co-operation

Recognizing the substantial and gratifying progress made in this conference along lines suggested to it by the Secretary of Commerce, we realize that this is but the foundation for the achievement of the ultimate ends which we expect to accomplish.

For the further development of the activities of the lumber producers undertaken in these conferences we request for the National Lumber Manufacturers' Association, the assistance of the Departments of Commerce and Agriculture, to the end that a definite and acceptable program of lumber standardization and guarantees adequate to the needs of the consumer and the interests of the producer may be completed and made operative at the earliest practicable time.

Favor National Inspection Supervision

To the end that there be created in the National Lumber Manufacturers' Association a central bureau, to promote uniformity and the maintenance of high standards of grading and inspection of lumber; and to receive and to act upon complaints not otherwise settled, involving the grading or inspection of lumber; be it

Resolved, First, that each regional association furnish to the National Lumber Manufacturers' Association complete information descriptive of the plan of operation, and continuous regular report of its inspection department.

Second, that in order to simplify, coördinate and so far as practicable unify the methods of inspection, each regional association be furnished by the National Lumber Manufacturers' Association with the plan of operation and the record of performance of the inspection service of each other association.

Third, that each association undertakes to reinspect lumber for its members, and for non-members upon request.

Fourth, that if after original inspection, reinspection, and if necessary after reinspection, a report thereon of chief inspector, any complaint has not been settled, the National Lumber Manufacturers' Association will represent the manufacturing shipper in arrangement for arbitration.

Fifth, that the National Lumber Manufacturers' Association shall represent the regional associations of lumber manufacturers in all matters involving the administration of inspection and the maintenance of grading standards.

Sixth, that the National Lumber Manufacturers' Association and regional associations will make a survey to determine the feasibility of nationally supervised inspection.

Decide Upon Further Conferences

That all organizations representing producers, distributors and consumers of lumber be invited to appoint representatives to meet in general conference on the call of the National Lumber Manufacturers' Association, with the assistance of the Departments of Commerce and Agriculture, for the purpose of arranging for holding meetings in as many sections of the United States as may be deemed necessary in order to arrive at definite recommendations concerning the three subjects here under discussion.

Such recommendations to be placed before another general conference of all interests involved after the series of sectional conferences shall have been concluded.

The above resolution was offered by M. B. Nelson of the Southern Pine Association.

The calls for these conventions will be issued by the National Lumber Manufacturers' Association, under whose auspices the present conference was held—to the extent at least of making the call for the first meeting.

Pertinent Information

Varieties of American Wood the Swiss Use

The varieties of American wood for which there is usually a demand in Switzerland are southern yellow pine, Douglas fir, oak, Honduras mahogany, Tabasco mahogany and walnut. The lumber dealers in Holland, France, Italy and Germany are said to import wood chiefly in beams, which are either forwarded direct to the Swiss purchaser or are resawed into boards cut according to the purchaser's specifications, which vary with every order. In addition to wood imported in beams and boards, veneer is also imported. The demand is for Honduras and Tabasco mahogany and walnut veneers. There is only one factory which produces veneers in Switzerland, located at Robrbach, in the Canton of Berne.—U. S. Commerce Reports.

Louisiana Won't Change Timber Valuations

The Louisiana Tax Commission, in a recent announcement anent the valuation it is placing on timber lands and other lumber properties in the state for the year 1921, on which taxes are now being collected, has stated that there will be no change in the classification for these purposes of hardwood land and timber for that year. The matter will be left up to the local tax assessors to place as nearly as practicable an actual valuation on such properties, and the parochial authorities will in turn levy according to a full 100 percent valuation or less as they may deem necessary to meet the various exigencies.

These classifications, as heretofore, will consist of three main divisions, as follows: Class A, where the timber will cut 6,000 feet and over per acre; Class B, where the timber will cut not less than 3,000 feet and not more than 6,000 feet, and Class C, where the timber will cut under 3,000 feet per acre. To this must be added in each case the actual value of the land upon which the timber stands. It is generally believed this will result in a slight reduction in taxation for the hardwood operators for the current year, though it is not certain just what reduction except that it will not be very large.

Clubs and Associations

Chicago Tournament to Smash Records

Because of the great gathering of the hardwood clans in Chicago to attend the silver anniversary convention of the National Hardwood Lumber Association, the sixteenth annual tournament of the Lumbermen's Golf Association of Chicago, to be held at the Olympia Fields Country Club, Tuesday, June 20, will undoubtedly muster the largest number of players and spectators of any previous tournament of the club. The local devotees of the sport are evidencing the keenest interest in the tournament and all who can will get into the play. The number of out-of-town players will represent every section of the country. Robert Cousin of the C. H. Worcester Co., secretary, believes that because of the extraordinary interest being manifested and the wide variety of talent that will contend, some of the records will be shattered.

The major event will be for the championship, the lowest score for thirty-six holes, morning and afternoon play. The winner will receive a gold medal awarded by the Lumbermen's Association of Chicago. The usual large number of handsome cups has been posted for a wide variety of events, and there are substantial prizes for the winners of the sixteen flight events.

"Hello Girls" Give Lumbermen Demonstration of Their Problems

Members of the Lumbermen's Club of Memphis, at the regular semi-monthly meeting at the Hotel Gayoso Saturday afternoon, May 13, witnessed a unique demonstration of service staged by the Cumberland Telephone & Telegraph Company with a view to acquainting patrons of the latter with the difficulties of furnishing perfect service and also with a view to establishing more cordial relations between the company and its subscribers. Two exchanges were represented on the miniature switchboard and these were "manned" by some of the most attractive girl operators employed by the company.

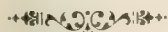
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Band Sawn, Uniformly Steamed
Ready for Immediate Shipment

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55,000	ft.	1/2"	1s and 2s.
130,000	ft.	4/4"	"
100,000	ft.	5/4"	"
100,000	ft.	5/4" & 5"	1s and 2s.
105,000	ft.	6/4"	1s and 2s.
115,000	ft.	8/4"	"
100,000	ft.	4/4"	Selects.
70,000	ft.	5/4"	"
45,000	ft.	6/4"	"
50,000	ft.	8/4"	"
200,000	ft.	4/4"	No. 1 Common.
100,000	ft.	5/4"	"
60,000	ft.	6/4"	"
25,000	ft.	8/4"	"
335,000	ft.	4/4"	No. 2 Common.
65,000	ft.	5/4"	"
15,000	ft.	6/4"	"
50,000	ft.	8/4"	"

Unexcelled Facilities for Kiln-Drying



WOOD-MOSAIC COMPANY

INCORPORATED

LOUISVILLE, KENTUCKY

Two of the young ladies on the staff of the company, by some mysterious means, drew the two attendance prizes, \$4 and \$3, cash, respectively. H. J. M. Jorgensen, despite the numerous "points of order" raised by W. H. Dick, Tallahatchie Lumber Company, had the distinction of presenting the prizes, although the recipients were seated at the table over which Mr. Dick presided.

The attendance broke all records for the present administration, exceeding 135.

Parson Simpkins, supreme chaplain of the Concatenated Order of Hoo-Hoo, was the honor guest at a special meeting of the club held at the Hotel Gayoso, May 10. He delivered an address in which he made a brilliant plea for a higher plane of honor and integrity among lumber interests and in which he insisted that, if the cardinal principles of good fellowship and unselfishness, on which the order of Hoo-Hoo is based, were more universally adopted by lumbermen, many of the pressing problems of the industry would be solved.

Parson Simpkins predicted that "there are no porterhouse times just ahead in the lumber business" and that "1922 would be a year of ups and downs, so far as lumber prices are concerned." He maintained, however, that the biggest fortunes are those built up during years of depression in prices, such as those now facing the trade, and he laid down three controlling factors to guide lumbermen in their search for prosperity:

1. Know your overhead and stay within it.
2. Pay labor a wage that will allow a proper and decent standard of living.
3. Put your goods over at as low a price as is consistent with the two foregoing factors and then make margin between overhead and selling price just as wide as possible.

National Wholesale Trustees to Meet in Chicago

W. H. Schuette, president of the National Wholesale Lumber Dealers' Association, has called a meeting of the Board of Trustees in Chicago on Saturday, June 24. It develops that ten or twelve members of the board will be in attendance at the annual convention of the National Hardwood Lumber Association, and advantage will be taken of this opportunity to have the usual pre-summer meeting of the trustees in Chicago at that time.

Secretary Schupner states that there are a number of important matters requiring consideration, and the trustees will have a large program of association matters to dispose of in the one day's session.

Standing Committees Named

President Schuette has announced the following appointments for the standing committees of the association to serve for the ensuing year:

EXECUTIVE COMMITTEE

W. H. Schuette, president, Wm. Schuette Co.Pittsburgh, Pa.
C. A. Goodman, Sawyer-Goodman Co.Marinette, Wis.
Dan McLachlin, McLachlin Bros., Ltd.Arnprior, Ont.
J. W. McClure, Bellgrade Lumber Co.Memphis, Tenn.
F. R. Babcock, Babcock Lumber Co.Pittsburgh, Pa.

BOARD OF MANAGERS OF BUREAU OF INFORMATION

A. L. Stone, chairman, Nicola, Stone & Myers Co.Cleveland, Ohio
H. A. Batchelor, Tennessee Oak Flooring Co.Nashville, Tenn.
H. W. McDonough, Clifton F. Leatherbee, Inc.Boston, Mass.
A. B. Clark, J. S. H. Clark Lumber Company.Eatonton, Ga.
W. G. Power, Power Lumber Co.Quebec City, Canada
R. B. Rayner, Rayner & Parker.Philadelphia, Pa.

AUDIT AND FINANCE COMMITTEE

A. E. Lane, chairman, A. E. Lane Lumber Co.New York City
A. C. Crombie, W. M. Crombie & Co.New York City
C. E. Kennedy.New York City

RAILROAD AND TRANSPORTATION COMMITTEE

B. C. Currie, chairman, Currie & Campbell.Philadelphia, Pa.
M. J. E. Hoban, Hoban, Hunter, Feltner Co.Brooklyn, N. Y.
Frank B. Haviland.New York City
S. F. Westbrook, Guernsey-Westbrook Co.Hartford, Conn.
A. J. Chestnut, A. J. Chestnut Lumber Co.Buffalo, N. Y.
J. G. Criste, Interior Lumber Co.Pittsburgh, Pa.
Fred Arn, J. M. Card Lumber Co.Chattanooga, Tenn.
G. M. Stevens, Jr., Stevens-Eaton Co.New York City
Frank Schumaker, Stone Lumber Co.Boston, Mass.

ARBITRATION COMMITTEE

J. B. Montgomery, chairman, J. B. Montgomery & Co.Pittsburgh, Pa.
E. H. Stoner, West Penn Lumber Co.Pittsburgh, Pa.
A. A. Wilson, W. A. Wilson & Sons.Wheeling, W. Va.
B. L. Tim, Hirsch Lumber Co.New York City
J. D. Elliott, John D. Elliott & Co.Detroit, Mich.
G. I. Buell, Montgomery Lumber Co.Spring Hope, N. C.
H. Morton Jones, R. T. Jones Lumber Co.North Tonawanda, N. Y.
H. M. Bickford, H. M. Bickford Co.Boston, Mass.
Thorpe Babcock, Northwestern Lumber Co.Hoquiam, Wash.
H. D. Billmeyer, Billmeyer Lumber Co.Cumberland, Md.
H. S. Hayden, Hayden-Westcott Lumber Co.Chicago, Ill.
J. F. McSweyn, Memphis Band Mill Co.Memphis, Tenn.
C. H. Hershey, Stone & Hershey, Inc.Newark, N. J.
T. B. Coppock, S. P. Coppock & Sons Lumber Co.Ft. Wayne, Ind.
Thos. Whitmarsh, W. T. Ferguson Lumber Co.St. Louis, Mo.

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Wells Blanchard, Blanchard Lumber Co.Boston, Mass.

R. B. Homer, R. B. Homer Lumber Co.Baltimore, Md.
H. I. George, Graves, Manbert & George.Buffalo, N. Y.
E. A. Lang, Paepcke Leicht Lumber Co.Chicago, Ill.
H. W. Baker, Baker-Matthews Lumber Co.Memphis, Tenn.
Charles Hill, Southern Pine Sales Co.New York City
J. C. Donges, J. C. Donges Lumber Co.Pittsburgh, Pa.

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H. B. Weiss, George C. Brown & Co.Memphis, Tenn.
J. H. Burton, J. H. Burton & Sons Co., Inc.New York City
W. H. Stradella, Northern Lumber Co.North Tonawanda, N. Y.
John M. Miller, Bradley, Miller & Co.Bay City, Mich.

COMMITTEE ON WORKMEN'S COMPENSATION

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R. G. Brownell, Central Pennsylvania Lumber Co.Williamsport, Pa.
F. L. Brown, Crandall & Brown.Chicago, Ill.
K. E. Bennett, Munger & Bennett.Camden, N. J.
G. L. Hume, Montgomery Lumber Co.Suffolk, Va.
C. N. Hutton, Hutton & Bourbonnais Co.Hickory, N. C.
W. A. Holt, Holt Lumber Co.Oconto, Wis.
L. R. F. Preysz, Raine-Andrews Lumber Co.Evenwood, W. Va.
C. L. Smith, Robinson-Edwards Co.Burlington, Vt.

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C. H. Prescott, Saginaw Bay Co.Cleveland, Ohio

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F. A. Conkling, Frank A. Conkling Co.Memphis, Tenn.
M. C. Burton, E. P. Burton Lumber Co.Charleston, S. C.
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W. L. Sykes, Emporium Lumber Co.Utica, N. Y.
A. D. Walker, Red River Lumber Co.Minneapolis, Minn.
John L. Kaul, Kaul Lumber Co.Birmingham, Ala.

Constructive Association Work by American Wholesalers

In its efforts to promote and maintain more harmonious relationships between its members and others in the trade, the American Wholesale Lumber Association has recently given the following wholesome and timely advice to its members, which it admonishes all lumbermen to heed and follow:

"In reviewing numerous files submitted to our arbitration department, we are impressed with the fact that much of this grief could be avoided by observing the following nine rules which were approved some years ago by the New York State Bar Association and the Chamber of Commerce of the State of New York:

"Rule 1. In the matter of good faith give your adversary the benefit of the doubt.

"Rule 2. Remember that pugnacity, vindictiveness, ill temper, impatience, carelessness, short-sightedness, arrogance, eagerness to take undue advantage and insistence on unethical principles are all provocative of litigation. Even if these instincts are inherent in human nature they may be controlled by an impartial consideration of the facts and a proper exercise of the reasoning powers.

"Rule 3. Endeavor to look at both sides of a situation in a calm and impartial manner. Eliminate all personal animosity.

"Rule 4. Discuss your differences fairly, frankly, patiently, without prejudice and with due regard to the sensibilities of the other parties in interest.

"Rule 5. In such discussions with adverse parties avoid making positive assertions, even if true, which might be offensive, but rather state the same facts in a diplomatic manner not calculated unnecessarily to arouse antagonism.

"Rule 6. Throw all light possible upon the questions involved in the controversy in order that nothing shall be concealed which, if known, might harmonize divergent views.

"Rule 7. Display a spirit of conciliation and be prepared to make some concessions, if necessary, to avoid a breach.

"Rule 8. Remember that 'a lean settlement is better than a fat law suit.'

"Rule 9. When negotiations fail to settle a dispute, submit the questions to arbitration and abide by the decision of the arbitrators."

Why you, too, should buy **Long-Bell** TRADE-MARKED **LUMBER**



RED GUM
SAP GUM
BLACK GUM
TUPELO
WHITE OAK
RED OAK
ASH, ELM
HICKORY,
MAGNOLIA
BEECH
YELLOW POPLAR

Easily Identified—

Long-Bell Lumber is trade-marked with the name of the manufacturer. This means individuality, **unmistakable** identification—the same kind of a buying guide you demand on other merchandise.

Reliability—

Long-Bell Lumber has back of it the reliability of a lumber concern that has been 47 years in the business.

Good Timber—

Long-Bell Lumber comes from exceptional stands of virgin timber. It is manufactured in mills equipped only with the very best of modern machinery.

Skilled Workmanship—

Long-Bell Lumber is made by skilled workmen—men who have been with this company for years and who take a personal interest and a personal pride in a product that bears their company's name.

Exactng Supervision—

Each process of manufacture and each step in the grading is under the supervision of men who have had years of experience. Each log is cut for purposes for which it is best adapted.

...these are some of the reasons why you, too, should buy Long-Bell Trade-Marked Lumber.

The Long-Bell Lumber Company
B. A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.

Manufacturer of Southern Hardwoods

"Perfectly Dried Veneers"



"Proctor" Dryers at W. F. M. Co., Louisville, Ky.

The Wood-Mosaic Company has hit the bull's-eye of a tremendous buying-interest with its well-known advertising slogan—

"Perfectly Dried Veneers"

The Wood-Mosaic Company is gaining customers and holding them because it makes good the promise of that slogan, by employing the single perfect means of drying veneer

The "Proctor" Veneer Dryer

The "Proctor" Dryer never fails to produce perfectly dried veneer, of lasting flatness and pliability. Its reputation for highest quality veneer-drying results is endorsed by leading manufacturers.

PROCTOR & SCHWARTZ, Inc.

Formerly The Phila. Textile Mach'y Co.

PHILADELPHIA, PA.

"Proctor"

DRYERS

With the Trade

Baltimore Exports for March

The statement of exports of lumber and logs from Baltimore in March, the last available in complete form at the Custom House, does not make an especially favorable showing. In fact, it may be regarded as distinctly disappointing. Whereas in some former months a marked expansion in the movement had been noted over the corresponding periods of last year, the pendulum has swung in the opposite direction again, and March looms up with one of the smallest totals as to declared value of shipments recorded. This total amounts to \$93,835 against \$134,107 for March, 1921. For the first time in many months, oak timber is shown separately, this item and hardwood logs being given in cubic feet instead of square feet. A comparison of the figures for the two months also suggests that the valuations seem to have reached the bottom of the decline, the figures given for the two months being much the same. Among the various items on the list are the following: Hardwood logs, 3,824 cubic feet, valued at \$6.372; oak timber, 1,220 cubic feet, \$1.312; oak boards, 349,000 feet, \$26.149; poplar boards, 114,000 feet, \$13.189; walnut boards, 29,000 feet, \$2.347; hardwood boards, 279,000 feet, \$20.733; staves, tight cooperage, 7,806, \$1.800; veneers and plywood, 318,380 feet, \$1.944; furniture, \$2,692; implement handles, 83,460, \$4.080, and "all other manufactures of wood," 33,314 pounds, \$11.417. This item for March, 1921, was very much larger, as was that of hardwood logs, with 80,000 feet, of a declared value of \$31,554.

Weidman-Vogelsang Lumber Co. Organized

The Weidman-Vogelsang Lumber Company has been organized by three men favorably and widely known in the northern hardwood lumber producing and consuming territory and offices opened at 205 Grand Rapids National Bank building, Grand Rapids, Mich. The organizers are J. S. Weidman, Jr., president; W. E. Vogelsang, vice-president and general manager, and R. M. Weidman, secretary and treasurer. The new company will deal in hardwood and hemlock lumber and will be the exclusive sales agent of the Weidman Lumber Company, Trout Creek, Mich., and the Bergland Lumber Company, Bergland, Mich. The mill shipping the stock will in each sale invoice direct to the consignee, the Weidman-Vogelsang Lumber Company acting merely as sales agent.

Mr. Vogelsang was for a number of years associated with the Turtle Lake Lumber Company in the manufacture and sale of northern hardwoods.

Ryan Secures Judgment for One Thousand

Judgment for \$1,000 was secured by the Philip A. Ryan Lumber Company of Memphis, Tenn., against the Sabine Tram Lumber Company of Beaumont, Tex., in the district court of Angelina county, Texas, May 18. The suit which resulted in the judgment for the plaintiff involved the custom of the purchaser's liability to receive and pay the contract price for all lumber up to grade in a shipment, regardless of the under grade portion of a shipment that might be rejected. The verdict sustained the custom. The dispute arose out of the alleged refusal of the defendant to pay the full value of lumber accepted in shipments of 4/4" No. 3 common mixed oak and 4/4" No. 1 common red gum, when certain quantities of the oak were found under grade. The defendant is said to have withheld payment for the gum shipment, subtracting from this sum due, expense alleged to have resulted to defendant from inspection, unloading, storage, demurrage and freight on the cars in which under grade lumber was found. Plaintiff sued for the sum being withheld and secured judgment.

Rush Lumber Company Incorporates

The Rush Lumber Company has been incorporated under a Tennessee charter, with a capital stock of \$100,000. Paul Rush is president, George W. Ashby is vice-president, and C. L. Stevens is secretary-treasurer. The company will continue to operate its band mill in South Memphis and will supply this with timber from its lands in the vicinity of Sison, Miss. C. L. McRee and Mrs. Rush, widow of the late J. V. Rush, together with the officers already named, constituted the stockholders of the company. Paul Rush, the president, was associated for some years with his father in the lumber business and took over active control of the affairs of the Rush Lumber Company on his father's death. George W. Ashby was, prior to his connection with this firm, superintendent of operations at the plants of the J. W. Frye Lumber & Veneer Company, Dayton, O. Mr. Stevens graduated from the yellow pine business into the hardwood lumber industry. He was with Nickey Brothers, Inc., for some time. For the greater portion of the past year he has been with the Rush Lumber Company.

Darnell Mill Going Up Rapidly

R. J. Darnell, Inc., is making rapid progress with the installation of its band mill and resaw at Darnell, La., the new name for the location previously known as Floyd's Landing, according to a statement made by R. H. Darnell, president. The firm will be ready to operate between August 15 and September 1. The mill is being so constructed as to provide for the addition of another saw at will. The single plant will have a capacity of 40,000 to 45,000 feet per day. The company owns 116,000,000 to 120,000,000 feet of timber. More than sixty per cent of this is oak, about twenty per cent is gum, and the remainder is hickory and ash.

Chicago Is Getting Ready for the Mid-Summer Furniture Market

Chicago furniture exhibition buildings are full of the hustle and bustle of preparation for the annual mid-summer furniture market, which officially opens June 19 and closes July 15. Manufacturers at 1319 South Michigan avenue, at the Central Market Building, 1414 South Wabash avenue, and other buildings at the time of going to press were assembling their carloads of new and "bread and butter" designs in their exhibition spaces. These will all be ready before the curtain goes up June 19.

A feature of this market will be the National Furniture Style Show, which will be staged at "1319" by the National Retail Furniture Dealers' Association. This show is expected to prove a strong drawing card to buyers and help to fulfill expectations of an attendance in excess of that of the January market, which numbered around 4,200. It is the natural tendency for the summer market to draw a larger attendance than the winter market and this fact, coupled with the furniture style show and the annual convention of the National Retail Furniture Dealers' Association, is looked to bring about the record-breaking attendance anticipated.

Predictions as to purchases are not so certain, as in the matter of attendance. It is believed that the forced liquidation of certain stocks will be reflected in the market and prove a disturbing element. As a result of the persistent hard times of the past two years various manufacturers of furniture have fallen into financial difficulties and consequently under the control of their bankers. This means liquidations of stocks and in turn sacrifice prices. In other words much furniture will be offered on the forthcoming market at strictly "competitive," rather than scientific, cost-accounting, prices. This is bound to result in some confusion and to a certain extent retard buying.

But it is anticipated that the firms which are selling at liquidation prices will soon be loaded up with orders and that the furniture trade will begin to assume a normal condition before the market closes. It is predicted by those who have carefully studied the situation that by the middle of August the trade will have fully recovered from the demoralizing liquidation situation and that prices will have risen to more proper economic levels and will be more stable. Then buying is expected to hit its full stride.

All signs point to the fact of a heavy latent demand for furniture, which it needs only the right situation, such as steady prices, to develop. Everybody knows that for the past six months there has been an unprecedented amount of building in the country. This building has run largely to small homes, the very kind that produces the largest demand for furniture. The furnishing of these new homes has already resulted in the sale of great quantities of furniture throughout the country and will continue to do so for months to come. This condition will naturally react favorably on the mid-summer furniture markets and on the road business which will follow.

According to the best information obtainable the mid-summer markets will exhibit no marked changes in designs. In the broad general aspect they will remain very much as they were in January; that is, period suites predominant, with Italian Renaissance dominating in these. Nevertheless there will be some evidence of changing styles. For instance, Spanish styles will be shown extensively; and Sheraton and Sheraton Colonial will be much in evidence.

The prominence which the Sheraton designs will begin to evidence on the summer markets is a manifestation of the movement toward straight lines and greater simplicity in furniture. In other words, the new idea in furniture is for a return to the simplicity of the Colonial days and this idea is expected to attain marked growth within the next two years.

It is being predicted by eminent designers that the period suite idea is definitely on the decline and that in a few years it will be

replaced by the idea of the harmonious blending of various individual pieces. This idea has already developed among the leading interior decorators in the country, who are credited with setting the styles. These people serve a rich clientele which is always straining for something different from the *hoi polloi*. The idea of the harmonious blending of separate and distinct pieces in the furnishing of a room is the effort of the decorators to meet the demand of these people for escape from the popular suite mode. But the idea has already percolated down to those who make furniture for the people and it is predicted that it will, within a year or so, become a popular style. The Upper Crust will then have to cast about for something else exclusive.

It is expected that when this idea of individual pieces, instead of suites, reaches the commercial stage it will give opportunity to the furniture factories to develop a great deal more originality in designs than they have been able to show during the period suite era. Undoubtedly period suites will be manufactured and sold for years, to come, as style transitions are never abrupt and sharply marked; but at the same time, the factories will work more and more into the production of the pieces of individual appeal. For instance, a factory might turn out certain art chairs, or an art dining-room table, or living room table, not a part of a suite, but individual. These will be offered for sale on their individual merit. The word art is used in this connection to convey the idea that these pieces will represent particular care to produce something beautiful and high class, in short, will embody artistic expression. These might be copies of famous pieces of furniture, or original designs or adaptations of high merit.

Starr Piano Company Reaches Half Century Mark

As a celebration of the fiftieth anniversary of the organization of the Starr Piano Company of Richmond, Ind., Henry Gennett, its president and founder, has arranged for a recapitalization for the benefit of the employees, department heads and others. These arrangements were closed at Indianapolis, Ind., on May 31, Guido Gores, of Cincinnati, general counsel of the company.

According to Mr. Gores, the original capital of \$200,000 of the company is held in the Gennett family and the permission obtained allows the transformation of this capital into an issue of 10,000 shares of common stock at \$100 par each or \$1,000,000 common and 30,000 shares of 7 per cent preferred stock at \$50 par value each, or \$1,500,000. These issues will raise the capitalization to \$2,500,000 common and preferred.

Mr. Gores said that President Gennett, who is ill, desires to arrange for the recapitalization in order that the 1,000 employees and numerous department heads might have an opportunity to participate in the industry. Proceeds of the stock sales will be utilized in improvements to the plants of the company at Richmond and the laboratories at New York City.

Firm Incorporates and Changes Name

Capitalized at \$150,000, the Frye Lumber & Veneer Company, located at Dayton, O., was incorporated as the Dayton Veneer Company at Columbus, O., on June 2. Following the actual change in name, which will be made July 1, plans for the erection of additional buildings and the employment of additional men will be put in operation. The company will manufacture veneer and handle hardwood lumber. A plant at Wilmington, O., will be operated under the incorporation. J. W. Frye is president of the concern and A. E. Snyder, secretary and treasurer.

Executive Committee Arranges for National Veneer and Plywood Convention

Arrangements for the holding of the annual convention of the National Veneer & Plywood Manufacturers' Association in Chicago at the Auditorium Hotel on June 20 and 21 were made by the executive committee of the association in Chicago on Friday, May 19. The annual dinner and entertainment will be held on the evening of the first day. This will be the first meeting since the merger.

The meeting was presided over by H. B. Sale of Fort Wayne, Ind., president of the association, and other members of the committee present were F. B. Ward of Bay City, Mich., and H. E. Kline of Louisville, Ky. T. D. Perry, of Grand Rapids, and C. B. Allen, of Memphis, members of the association, were present by invitation.

M. Wulpi, of Chicago, commissioner of the association, reported on the progress that has been made in perfecting the details of organization since the merger was effected early in the year. He showed that ninety plants have joined the re-organized association.

The committee considered means of enlarging the membership and increasing the interest of the veneer and plywood manufacturers in the organization. They resolved to call to the attention of the industry the fact that in the unification of all individual groups or group efforts they will lay the foundation of the future success of the whole industry. They will point out that this was the purpose of the merger of the Plywood Manufacturers' Association and the old National Veneer & Panel Manufacturers' Association. This purpose may be realized with relative ease if the members of the industry can be brought to understand the real meaning of association work as it is now organized in the merged associations.

Many members of the industry do not yet seem to realize what national association work is. They seem to think that such endeavors are of little practical importance; that they are merely casual and incidental and can be conducted on a "shoe-string." Those who are striving to build up a strong national association for the veneer and plywood industry know that there are today, and always will be, many problems in the industry which can be successfully dealt with only by the united strength of the members of the industry. They know that the successful solution of these problems means increased profits and greater security to the individual members of the industry. But they also know that to make profits and secure insurance, money must be invested. The industry must have an association substantially financed so that it may employ a capable secretary and discharge the duties that devolve upon it in the efficient and dignified manner that insures successful results. Two of the problems of national scope that immediately suggest themselves are traffic and advertising, or trade extension. In order that the industry may protect itself from rate discriminations it must have a strong representative association to protest in the name of the industry. No individual can expect to get the attention in a traffic controversy that can be demanded by an entire industry. In the matter of publicity it may be said that no product can take full advantage of its possibilities of demand unless it is exploited through advertising and publicity methods and this is a task that cannot be handled by an individual, but must be made the duty of an entire industry.

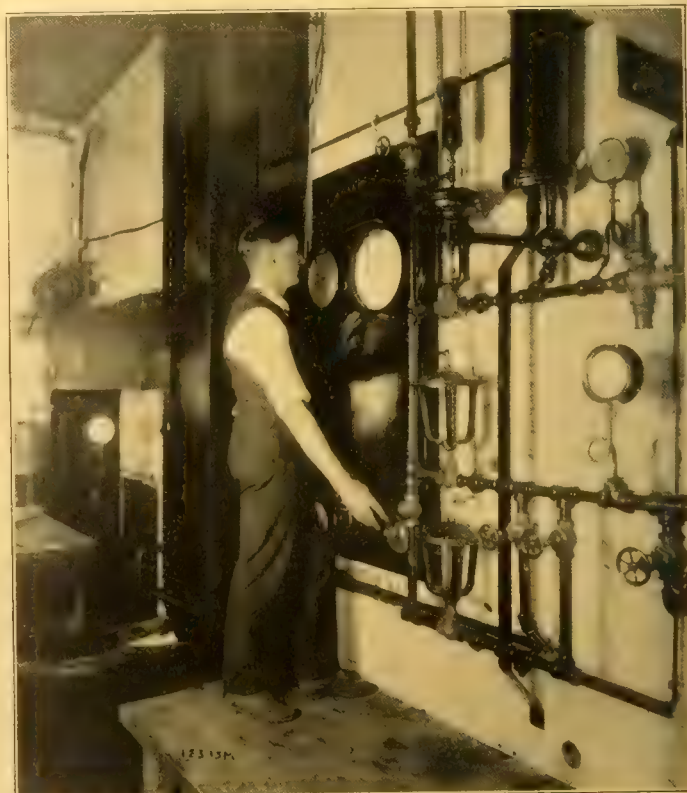
The executive committee will find means of calling these facts to the attention of veneer and plywood manufacturers who are yet unable to see the necessity of well financed and efficiently maintained associate endeavors.

The Latest in Kilns at the Forest Products Laboratory

The new kiln at the Forest Products Laboratory, with which the action of any commercial type of kiln may be reproduced, will be of especial interest to those taking the next kiln drying course, June 5-16.

Each of the three fundamental factors in drying wood, moisture, heat, and circulation is perfectly and easily controlled, not only for duplicating any particular type of kiln-drying action, but for any modification that the experimenter may wish to try out.

The new kiln, while built for experimental purposes, is a regular sized unit intended for practical work under any condition which may be met in commercial operation. The kiln is not so much for



Operating Room of the New Demonstration Kiln at the Forest Products Laboratory

comparing the relative efficiency of different types as to make possible studies by which these various types may be improved and the best drying rates worked out. It is intended also to use the kiln as a demonstrator in the courses of dry kiln operation.

In designing the kiln, special attention was given to the production and control of the air circulation; two types, internal and external, of blower or forced draught equipment are provided, and further control is possible with the series of air ducts, dampers, chambers, and vents.

The four internal blowers are all mounted on one shaft below the lumber and are driven by a motor located outside the kiln. Heating coils are on either side of the blowers. Reversing the

(Continued on page 47)

ALGOMA *the Better* Plywood



Why do we say, "Better Plywood"?

The Will has been the mother of the Word in "Better Plywood."

Since Plywood was first made at Algoma, "better" has been a standard—not of comparison with what another did—but of what we ourselves did, day by day, week by week, year by year.

"Let today's accomplishment be but the starting point of tomorrow—let all the knowledge and resources, skill and experience of the past be applied to new ways of serving the user of Plywood—let us make Algoma Plywood Better and Better."

This has been the spirit of Algoma. It has been the inspiration which gave birth to the words "Better Plywood."

Better surfacing—better gluing—better seasoning—more accurate cutting to each dimension—closer watchfulness for the perfection of the finished product—these have been the guiding thoughts in making Algoma Plywood. They are the qualities which you can expect to find, when you order Better Plywood from Algoma.



ALGOMA PANEL COMPANY, *Algoma, Wis.*

COLLECTION OF LOGS is the keynote of the Walnut Industry



HIGH FREIGHT RATES prohibit excessive hauls for walnut logs. But to produce a desirable selection and quality of lumber and veneers, a wide range of log supply is imperative. This map gives striking proof that through the strategic location of the Pickrel plants, buyers of Pickrel Walnut Lumber and Veneers are insured the pick of practically 100 per cent of the walnut region. Our product is offered on the market in line with lowest competitive prices.

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

General view of the C. L. Willey Company's Plant in Chicago, showing Main Factory Building, Warehouse, Yard, Office, Storage Shed, and a Trainload of Logs on Switch Track.



Our Log Yard is constantly receiving supplies of Selected Logs from the Markets of the World. Our Size is the result of our Service—and we are just as ready to serve now, when growing bigger, as we were when growing big.

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*



A PICTURE cannot adequately represent the size of our plant, the efficiency of our equipment, nor the variety of our stock.

A whole book full of pictures could not tell you of our Service.

As we have said before:

"Our world-wide organization—the broad experience of our men—our well established policy of fair dealing at every point of each transaction—these are some of the things that give you assurance of satisfaction when you come to us for Veneer or Lumber."

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WALNUT
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cars, pool cars, and LCL shipments.

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We are manufacturing all the time

Walnut Butts

Sliced Walnut Longwood Walnut on the Halfround
Rotary Cut Walnut $\frac{1}{8}$ -Inch Sawed Walnut
(or any thickness desired)

MAHOGANY & QUARTER SAWED OAK

Sliced or Sawn

All Thicknesses

Quick Deliveries in

Veneers or Lumber

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JOHN R. DEAN, President

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Poplar and Gum

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use good veneer to start with.

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MUNISING, MICHIGAN

Rotary Cut NORTHERN VENEERS

Members of
Maple Flooring
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FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers. We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring.

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manual on Veneers, Panel-Making and Glue.

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Chicago Veneer and Plywood Market Is Improved

The Chicago Veneer and Plywood market has acquired a better tone during the past thirty days, through a general improvement in demand and a stiffening of prices. Business is still slow as compared to normal conditions, but the situation has undoubtedly improved a great deal. Competition in prices is still pretty severe, but at the same time there seems to be less of the selling at cost and below than was apparent thirty days back. One of the most marked features of the market at this juncture is the scarcity of birch veneer and panels and their high price. Birch veneer and lumber have enjoyed sharp advances during the last sixty days, due to the increased demand from the trim and furniture people, and at the same time a famine in birch veneer logs.

Figured walnut veneers and panels continue to be in first demand from the furniture industry and prices are high and tending upward. Highly figured veneer and panels command almost their own price—anything within reason—because of their rarity and the fashion for them that now prevails.

The full effect of the nation-wide building boom has not yet been felt by the veneer and plywood business, the Chicago manufacturers and dealers state. The trim required, especially in the matter of doors, has been a strong element in the increased demand for veneers, but the real demand is expected to develop when it comes to furnishing the homes now in process of building. It is the belief of the veneer and panel men that this is going to so increase the demand for furniture that the furniture makers will buy heavily of their products this fall and make business really good.

Walnut Stronger Than Ever

The general situation in the veneer market is not particularly encouraging, according to the opinion expressed by Julius Spicker, Sr., of the Ingalls-Spicker-Ransom Company, but the position of walnut lumber and veneers has never been stronger. During the last thirty to sixty days prices of these items have substantially increased. That this situation will not only continue, but be improved upon, is Mr. Spicker's firm belief. He believes that 80 to 85 per cent of the furniture, at least in case goods, sold on the forthcoming markets at Grand Rapids and Chicago will be in walnut. He pointed out that at the Jamestown show over 90 per cent of the samples were made up in walnut and the purchases were in accord with this percentage. Walnut experienced the same triumph at High Point.

Highly figured walnut is even more scarce than usual and commands high prices. The percentage of fancy figured walnut is so small—not over 1 per cent of the cut—Mr. Spicker pointed out, that it naturally is costly. The situation as to highly figured walnut is comparable to pearls and oysters. There is only one pearl bearing oyster to a very great many that have nothing more precious than their meat.

In spite of the present overwhelming popularity of walnut as a cabinet wood, Mr. Spicker believes that mahogany is going to stage a come-back, due to its present cheapness. Eighteen months from now, he thinks, mahogany will be splitting the furniture business with walnut. At present the demand for mahogany has dropped almost out of sight. The piano people, he declared are the only users of mahogany who are taking anything like the former quantities of this wood.

The great popularity of walnut is making the demand for gum strong, because so much of it is used as a substitute for walnut in so-called walnut furniture, Mr. Spicker said.

R. A. Smith of the Hardwood Mills Lumber Co., declared that the veneer business is "looking up, prices are stiffer, business is a little better all around, there is a better feeling in the trade." Mr. Smith expects the veneer business to continue to show a steady improvement, with the exception of the customary hot weather slumps of June and July. He said that rotary cut birch is in a very strong position; basswood is unusually high priced for this time of year, but gum is not very strong. Poplar is up a few cents, though

(Continued on page 45)

*It's a Far Cry
from Ancient Egypt
to Modern Grand Rapids*



On the Back of Your Veneered
Tops and Panels

BUT plywood construction and the art of fine veneering have held their undisputed sway from then till now. Ancient Babylon's finest furniture was veneered—just as the most beautiful products of the furniture cities in America are veneered today.

Just as it's a far cry from Egypt to Michigan's furniture capital, just so is there a great difference between plywood made the Ordinary way and plywood made the NAVCO way.

For which reasons we feel justified in calling your attention to ours—the largest and best equipped plywood plant in the world.

New Albany Veneering Company

New Albany, Indiana

HOW DO YOU DRY YOUR VENEER?

If you
haven't a

COE ROLLER VENEER DRYER

we venture the assertion that many times you have wished you did have one. There is no time like the present to gratify that wish and thus place your plant on a much more efficient basis and give an added quality to your product. If you are not familiar with the performance of this wonderful machine, write us for a list of users and investigate and you will be surprised to find what a handicap you have in being without one.

ALSO SEE THE NEW TWENTIETH CENTURY COE VENEER LATHE

In a short time now we will send you a new Clipper bulletin, in which you will find described our style L Clipper with the automatic stop

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Increased facilities permit of carrying
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Plywood and Veneers

For quick shipment in car and
less than car lots. Panels made
to your dimensions.

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MOBILE, ALABAMA

Super-Foremanship in Evansville

Evansville, Ind., which has made a name for itself in the furniture manufacturing industry, is now in a fair way also to make some history in super-foremanship, that is, in the development of more modern and progressive ideas among the superintendents and foremen of the woodworking plants and especially among those making veneer, panels and furniture. And they are doing this through organization and co-operation in a business-like manner and setting an example that should be inspiring to the woodworking fraternity in other sections of the country.

They got together a couple of months ago and organized the Woodworking Superintendents' and Foremen's Association, the purpose of which is the technical improvement of its members and the encouragement of social intercourse among the superintendents and foremen of the woodworking industry in the city of Evansville.

They meet twice a month, on the evening of the first and third Thursdays, in the Chamber of Commerce, and are gradually developing a series of programs and discussions which make for greater enlightenment as well as better understanding and co-operation among those in charge of the production end of the woodworking industry.

They already have a membership of between fifty and sixty and have the approval and expect the active co-operation of the heads of the institutions, and hope to develop better relationship between owners and managers and the men in charge of the work as well as to develop more positive and better knowledge among themselves.

At the meeting Thursday, May 4, Bruce T. Cole, superintendent of the Karges Furniture Company, said that he has made up his mind that he was going to set to work systematically to the end that he and his foremen shall visit other plants until they become acquainted with all their neighbors and their methods of doing business, and he extended an invitation to other superintendents and foremen to come and visit with him and the foremen of their plant whenever it was convenient. This is characteristic of the spirit that is being developed by the new organization, which is plainly headed toward an order of super-foremanship.

J. Crow Taylor, of Louisville, who has long been a writer of technical and practical matter pertaining to machine woodworking, was present by special invitation, and after making a talk to the superintendents and foremen present was elected an honorary member of the organization.

The officers of the association at present are: President, S. A. Brentano of the Midland Furniture Company; vice president, W. F. Sabel, Crescent Furniture Company; secretary, E. C. Deal, Evansville Top & Panel Company; treasurer, Orville Abshier, Evansville Veneer Company.

(Continued from page 42)

birch is the only item that is showing real strength in price. Mr. Smith expects good demand for veneers and plywood to develop from the furniture people in the fall.

There has been little change in the veneer and panel business within the last thirty days and it has been generally pretty slow, H. F. Arnemann of the Veneer Manufacturers Company, said. However, the tone of the market is better, Mr. Arnemann thought. The trade is looking forward to real improvement in the fall. Then it is expected the effect of the building boom will begin to be felt by the veneer and plywood people, for the furnishing of the new homes will have created a heavy demand for furniture. Building thus far has made little difference in demand for veneers because it has not reached the stage where it demands much of this kind of material. But the general tendency of prices is upward and fewer items are being sold at cost or lower than was the case thirty days ago.

The extensive building operations have greatly increased the demand for birch veneers and panels, because of the popularity of this material for doors; and this has helped to create a unique situation in the market. There is almost a famine in birch and prices have advanced over 25 per cent in the past sixty days. This is due to the scarcity of logs. During the winter of 1920-21 the northern veneer mills got out large quantities of logs, which the slump of 1921 left on their hands. But this last winter they remembered what happened to them in 1921 and did very little logging. As a result the unexpected demand for birch veneers has caused a log famine. In order to meet the demand many of the mills have been forced to resort to summer logging, which costs just about twice as much as winter logging. This has resulted, naturally, in higher prices. But Mr. Arnemann is afraid that the rapid advances in the price of birch will cause an unfavorable reaction.

Tom Dean of the Dean-Spicker Company, estimates that conditions are a little easier, collections better and inquiries increased. He finds business still far from normal, however, but is looking forward to a good business in the fall because of the need of furnishing the homes now going up all over the country. Prices in the figured woods are holding up fairly well, he said, but most business is so intensely competitive that the margins of profit are very low.

R. M. Bickford, vice-president of the J. C. Deacon Company, is optimistic about the outlook for veneer and plywood business. He finds that it has been improving steadily within the past few weeks and believes this improvement will continue for some time. It is his belief that the improvement in demand and prices will soon arrive at a position which will enable the dealers in plywood and veneer to realize a fair profit on their business. The business for the last few months has afforded the seller very little more than an even break. The improvement is being largely brought about, according to Mr. Bickford's experience, by the marked increase in demand from the building industry. Mr. Bickford has every reason to believe that the makers of trim and doors will be taking large quantities of veneer and panels for several months to come.

Wulpi Will Witness Passion Play

One of the familiar figures in the table manufacturing and the veneer and plywood manufacturing industries who will witness the Passion Play in Oberammergau this year is M. Wulpi of Chicago, commissioner of the leading associations in these two industries. Mr. Wulpi will sail in July and will spend several months abroad. He will be accompanied by Mrs. Wulpi.

Chair and furniture factories at Jasper, Ind., Tell City, Ind., and Owensboro, Ky., and Henderson, Ky., are being operated on much better time than they were on the first of the present year, and the outlook for summer and fall business is said to be very good.

Bankrupt Sale of Valuable Manufacturing Plant

On the 28th day of June, 1922, beginning at 11 o'clock A. M., before the County Court House in Macon, Bibb County, Georgia, I will sell at Public Auction, the Plant of Flora American Plywood Company, Ltd., together with all machinery and equipment.

The Plant is located in the City of Macon, Georgia, with railroad sidings, and comprises a tract of approximately sixteen and one-half (16½) acres of land. The buildings consist of a modern office building and thirteen buildings, substantially constructed and equipped with elevators, steam heat, plumbing, automatic sprinkler system and electric light.

The machinery is modern and in good condition, and includes:

Coe Veneer Lathes
Coe Veneer Clippers
Whitney Scrapers
Van Atta Hot Plate Presses
Columbia Sanders
Coe Veneer Dryers
Allis Chalmers Generator and Motors,

together with logging equipment, Lidgerwood skidders, and loaders, locomotives, automobiles and motor trucks, large crane with engine, veneer hogs, rip saws, jack lifts and trucks, boilers and engines, grinders, air compressors, trimmers, saws, time clocks and office furniture.

Until recently this plant was successfully operated for the manufacture and sale of plywood, and is thoroughly equipped to resume operations at once.

Terms of sale: The property will be sold under orders of the District Court of the United States, for the Southern District of New York, in the case of Flora American Plywood Company, Ltd., Bankrupt, in Bankruptcy, for cash to the highest bidder, subject to confirmation by the Court, and will be sold freed of liens except taxes for 1922, which are to be prorated. The successful bidder will be required to deposit 10 per cent of his bid, to be returned without deduction if the sale is not confirmed.

The property will be offered as a whole and in two parcels, one of which will include the land, buildings and power plant, and the other will include all the machinery and equipment, and whichever method of sale produces the best price will be reported to the Court for confirmation.

For further information apply to the undersigned.

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HARDWOOD LUMBER**

800 W. Main St., FORT WAYNE, IND.

Plants: Fort Wayne, Ind. Kendallville, Ind. Burnside, Ky.

Distinguishing Characteristics of Mahogany

Only true mahogany from tropical America, "African mahogany," and "Philippine mahogany" are commonly sold as mahogany in this country, but at various times over 60 different species of timber have been sold under that name. Although all of these species resemble each other in varying degrees, tropical American mahogany and "African mahogany" possess one important characteristic in common. This is the occurrence of dark amber-colored gum in many of the pores. The gum does not fill the pores but is recognized as dark specks or streaks in the pores as seen on end or side grain. This gum is barely visible to the naked eye, but is easily seen through a hand lens with a magnification of 10-15 diameters. In preparing the end grain of the wood for examination, a very sharp knife should be used to make a smooth cut.

Some other woods have similar dark masses of gum in the pores,

but none of these are commonly substituted for mahogany. Among them are crabwood and sapeli, species imported from South America in small quantities only, and the Cedrelas (Spanish cedar, etc.), which are rarely sold as mahoganies, and are easily recognized by their odor.

True mahogany has fine, continuous, concentric lines on the cross section usually from $\frac{1}{8}$ to $\frac{1}{2}$ inch apart, which distinguish it from "African mahogany" in which these lines never occur.

"Philippine mahogany," although not marked by the black masses of gum, is distinguished from true mahogany and other so-called mahoganies by the presence of fine, white, tangential lines $\frac{1}{8}$ inch to several inches apart, readily visible to the naked eye, and showing under a lens as rows of small openings filled with white substance.

A more complete key and description of mahogany and so-called mahogany, which describes common species in detail, may be obtained from the Forest Products Laboratory—Technical Note No. 162, Forest Products Laboratory, Madison, Wis.

The Jasper Furniture Company at Evansville, Ind., has let the contract to the Hoffman Construction Company at Evansville, Ind., for the erection of their new factory building at a cost of \$47,000. Work on the new building will start at once and the plant is expected to be completed some time during the present year.

The Kewaunee Mfg. Company of Kewaunee, Wis., has received one of the largest contracts in its history, consisting of an order for all special furniture, laboratory equipment and fixtures for the new Bay View High School at Milwaukee. It does not include the general seating and desks and other standard school furniture. The Kewaunee company's bid was \$77,685.

(Continued from page 36)

motor reverses the action of the blowers so that the air may either be forced inward through the lumber or drawn outward. The course of the air is further directed and made more uniform with a special arrangement of baffles and air distributors. This reversal of circulation produces more uniform drying with less power and in less time than is possible with a non-reversing circulation. The internal fans are particularly efficient in producing circulation and may be used for various drying conditions.

When used as a type of external blower the kiln is connected with the blower and heater located just outside the kiln. Ducts to the drying room may be connected either with the suction or discharge side of the blower, thus permitting a reversal of air circulation.

By opening ventilators on the sides or the ceiling, circulation of air may be either through the pile horizontally or vertically. As in the use of the internal blower system, certain ventilators and baffles may be used for still more specialized types of circulation. If desired, the internal heating coil may also be used with the external system. In all cases, however, the various vents and baffles have been especially designed and fitted so that they do not interfere with the reproduction of the exact conditions of any particular type of kiln.

The control system, while effectual, is not unusual. With two reducing valves placed in series on the steam line, any desired pressure may be secured. Heating may be further regulated by using one or more of the four groups of heating coils in the kiln. Exact temperature and humidity control is possible through special devices with which any desired drying schedule is easily reproduced.

The entire kiln, though possible of so many variations of operation, is at any one time a simple, easily understood type. It will immediately be put to work under a schedule that calls for a series of comparable runs, under various systems, to determine efficiency of drying as well as amount of heat required. It will, therefore, be in full operation when the various kiln operators, superintendents, and other executives attend the next kiln course.

Receiver Takes Over Phonograph Company

The Milwaukee Talking Machine Mfg. Company, Milwaukee, Wis., has been placed in charge of Frank Macey as receiver, by the circuit court, on application of the John Hennes Cartage Company, a creditor. Mr. Macey is factory manager of the phonograph concern. The petition of the Hennes company alleges that the concern is on the verge of insolvency but it has a contract with the Briggs & Stratton Company of Milwaukee to make cabinets and other woodwork for radio apparatus which will yield large profits in case the business is carried on by a receiver.

Complete Large Radio Phonograph Order

The Plymouth Phonograph Company of Plymouth, Wis., has completed a large order for a combination phonograph and radio outfit for the Westinghouse Electric & Mfg. Company of Pittsburgh. The order called for 1,700 machines, all equipped with phonographic reproduction apparatus. These will be equipped with radio receiving and reproduction apparatus by the Westinghouse Company and placed on sale at a price of about \$300. The instrument will be marketed as the "Aerogrand."

Lightning Strikes Kansas Furniture Warehouse

Lightning struck the big warehouse of the Helmers Manufacturing Co., at Kansas City, Mo., Wednesday, May 24, resulting in a fire and water loss of from \$300,000 to \$400,000. The damaged stock has been taken over by the Underwriters Salvage Company and is being disposed of by them. The officers of the company are working overtime to replace the damaged stock.

Bankrupt Sale of Valuable Timber Tracts

On the 28th day of June, 1922, beginning at 11 o'clock A. M., from the steps of the County Court House, at Macon, Bibb County, Georgia,

I will sell at public auction as a whole or in separate parcels, the timber tracts of the Flora American Plywood Company, Ltd., located in Wilkinson and Emanuel Counties, Georgia, and described more particularly as follows:

I. Tract known as the "Stubbs Tract" consisting of about 5,000 acres and containing approximately 15,203,858 feet of timber. This property is owned in fee simple.

II. Two tracts known as the "Napier Tract" and the "Jackson Tract," consisting together of about 4,700 acres and containing approximately 20,239,938 feet of timber. These two tracts are held in leasehold, the leases thereon expiring January 1st, 1926.

The timber on the foregoing tracts consists for the most part of white oak, red oak, ash, gum, tupelo and cottonwood and several other varieties, and is especially adapted for the manufacture of plywood and veneers. The tracts are situated along the Eastern boundary of Wilkinson County, Georgia, near the town of Toombsboro on the Central of Georgia Railway Company, between Macon and Savannah.

III. Tract known as the "Rountree Tract," consisting of about 1,500 acres and containing approximately 3,000,000 feet of timber. This tract is held in leasehold and the lease may be extended annually on November 1st, in each year, upon payment of \$100 per annum, up to November 1st, 1924. The timber on this tract consists of pine, cypress, oak, ash, gum, hickory, and other timber suitable for saw mill purposes. The tract is situated in the Ogeechee River Swamp, in Emanuel County, Georgia, near the Town of Midville.

Terms of sale: The property will be sold under orders of the District Court of the United States for the Southern District of New York, in the case of Flora American Plywood Company, Ltd., Bankrupt, in Bankruptcy, freed of liens except taxes for 1922, which are to be prorated, to the highest bidder or bidders, for cash, subject to confirmation by the Court. The successful bidder or bidders will be required to deposit 10% of their bids, to be returned without deduction if the sale is not confirmed.

The property will be offered in four parcels, first the Stubbs Tract, second the Napier Tract, third the Jackson Tract, and fourth, the Rountree Tract, then as a whole and whichever method of sale realizes the best price will be reported to the Court for confirmation.

Further information will be promptly furnished.

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 $\frac{1}{20}$ to $\frac{1}{8}$ Qt. Sawed White Oak
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Established 1881

*Oak & Walnut Veneers
 Indiana Hardwoods,
 Parka Flooring*

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**Are You Interested in the
 Following Exceptional Values
 in High Grade Walnut?**

1s & 2s, all 6' & 7' long . . .
 4/4, 5/4 & 6/4

1s & 2s, all 8' & 9' long . . .
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Selects . . . 4/4, 5/4, 6/4, 8/4

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 3/4, 4/4, 5/4, 6/4 & 8/4

No. 2 Common
 4/4, 5/4, 6/4 & 8/4

ALL STEAMED AND 10
 MONTHS ON STICKS

**FRANK PURCELL
 WALNUT LUMBER CO.**

*A Ranking Name in Walnut
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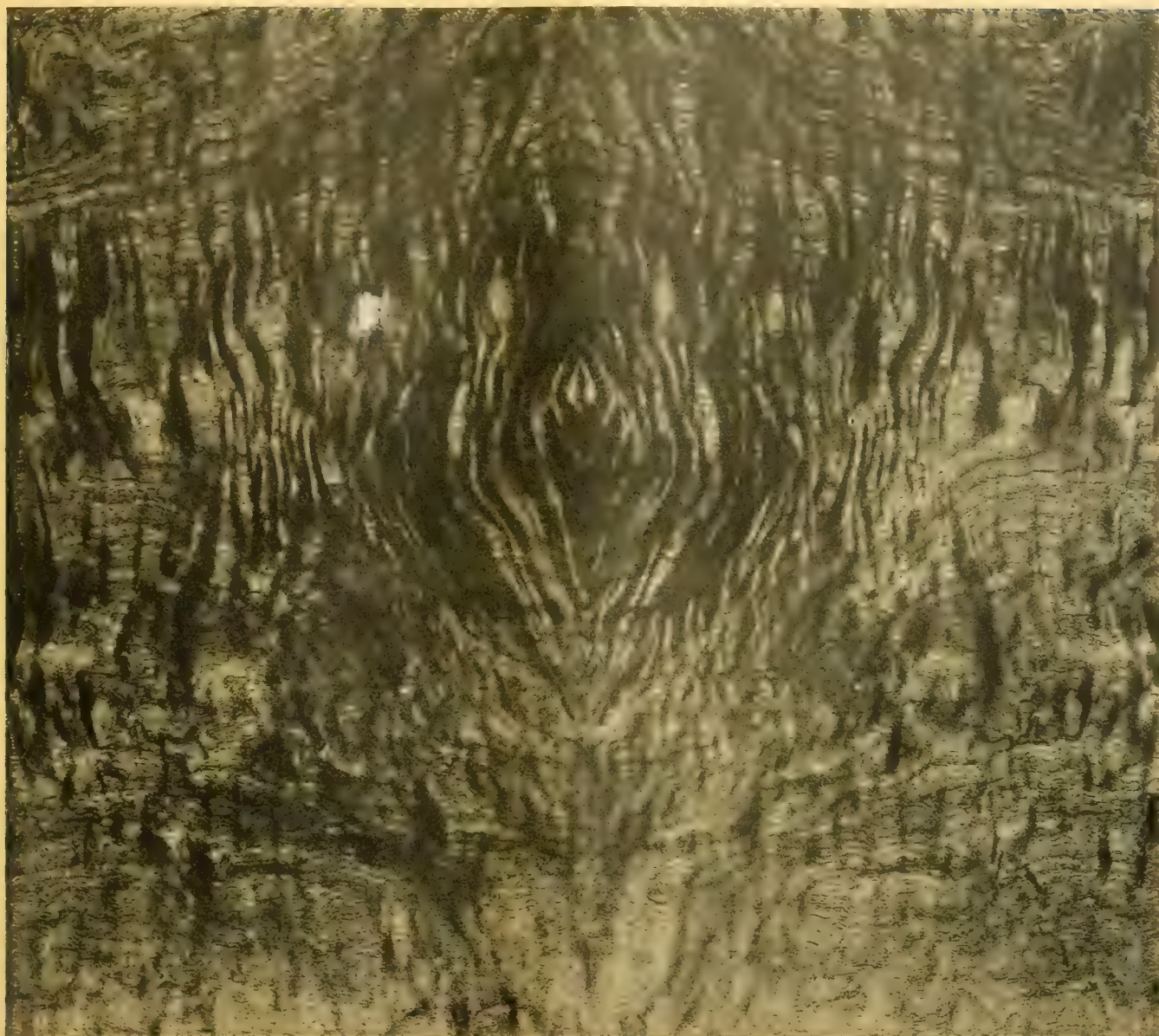
WALNUT

J. C. Deacon Company Is Developing Good Veneer and Plywood Business

One of the developing forces in the merchandising of veneer and panels in Chicago and its territory is the J. C. Deacon Company, which is located at 2627 South Robey street. This company has been established in Chicago for many years as a lumber yard proposition, but it was not until two years ago that it added a veneer and panel department. This phase of the business was launched when R. M. Bickford, vice-president, entered the firm. Mr. Bickford is a thoroughly experienced veneer man and came to the Chicago firm from St. Louis. He directs the veneer and plywood business of the J. C. Deacon Company. The company owns 50,000 square feet of yarding space and a commodious warehouse at its Robey street address. This warehouse holds one of the largest wholesale stocks of veneer and plywoods in the country. The company specializes in "Big Timber Fir" panels from the West Coast, but carries in stock sizes veneers and panels in all the northern and southern woods, such as birch, oak, basswood, gum, figured and plain, and walnut, figured and plain. Mahogany veneer and panels are also carried in stock. The company still maintains its lumber department to take care of some of its old customers, especially those who have purchased their hardwoods from them for years. E. A. Osbornson is president of the company and F. S. Koch, secretary.

Coe Opens Branch Office in Chicago

The Coe Manufacturing Company of Painesville, Ohio, on account of the increased demand for its veneer dryers and machinery, has opened up an office at Chicago, at 549 W. Washington boulevard. This office is in charge of H. R. Masters, who is well known to the local trade.



It Stands Out Above the Average

The general consensus of opinion is that Iowa-grown Walnut possesses a shade better grain and marking on the average than other Walnuts.

Selected Iowa-grown logs, cut with extreme care to preserve the inherent beauty make IOWA WALNUT. You owe it to yourself to investigate before you buy. Write or wire today for quotations.

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Lumber and Veneers

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Leaders in Veneer and Plywood Since 1880

FROM the two splendid plants pictured on this page (monuments to 42 years of conscientious and intelligent effort), many important American industries are filling their requirements.

Our growth has been so carefully planned that the organization naturally inspires confidence. Each department has an important bearing on the whole. Great tracts of timber selected years ago from the cream of the then practically untouched hardwood forests; splendid factories built with a thorough knowledge of the intricate demands of quality production; sales representation which makes it a pleasure to establish contact; all contribute to our position of leadership. Your business, too, may be wisely intrusted to our hands. May we assist you in

Veneers and Plywood

In stock sizes—also according to specifications in Walnut, Mahogany, Quartered and Plain Oak, Gum, Birch, Ash, Plain or Figured Yellow Pine, Cottonwood, Sycamore & other woods.

St. Louis Basket & Box Company

ESTABLISHED 1880

ST. LOUIS, MISSOURI

900,000 feet selected hardwood logs cut from our own timber and destined for our own mills



Dooley Buys Arkansas Mill

Frank T. Dooley, of the F. T. Dooley Lumber Company, New South Memphis, has purchased the band mill of the Lockwood Lumber Company at Brinkley, Ark., and this will be continued in full operation under the new management. The plant was built some years ago by W. L. Brown, an Arkansas lumberman, and is equipped throughout with modern machinery.

Maassen Will Remain In Memphis

As a result of the plan to remove the hardwood department of the Chicago Lumber & Coal Company from Memphis to St. Louis, Mo., the headquarters of the company, J. J. Maassen, manager of that department, resigned on June 1. Mr. Maassen did not desire to leave Memphis and determined to remain and go in business on his own account.

In the meantime, before carrying out his intentions to organize, Mr. Maassen, accompanied by Mrs. Maassen, is taking his first real vacation in thirteen years. They left Memphis during the first week in June to motor to the Pacific Coast, Mr. Maassen, as he expressed it, with nothing on his mind but his cap. The tour will last about six weeks and upon his return to Memphis Mr. Maassen will open an office.

Mr. Maassen has had a wide experience in the hardwood lumber business. He left the Fullerton-Powell Hardwood Lumber Company of South Bend, Ind., after about ten years with them as buyer in the South, to go with the Chicago Lumber & Coal Company in the same capacity, September 5, 1918. In February, 1919, he took charge of the hardwood department of this firm as manager, with the proviso that the department should be moved to Memphis.

Memphis May Have Special Train to National Convention

The entertainment committee of the Lumbermen's Club of Memphis is making arrangements for transportation for Memphis lumbermen who will attend the forthcoming annual of the National Hardwood Lumber Association at Chicago June 22-23. It announced at the regular semi-monthly meeting at the Hotel Gayoso Saturday afternoon, May 27, that a special train would be secured if there were as many as 125 desiring to make the trip, and that, in the event there are not enough for a special train, special cars would be attached to regular trains between Memphis and Chicago on the proper dates. The club has already endorsed the candidacy of John W. McClure for the presidency of the National Hardwood Lumber Association for the ensuing year, and is anxious, according to the statement made by T. E. Sledge, first vice-president, who occupied the chair, that the club send a strong delegation to support the club's resolution for Mr. McClure's election.

W. H. Dick of the Tallahatchie Lumber Company was named as the representative of the club on the directorate of the Memphis Chamber of Commerce at a meeting of the directors of the former held the latter part of May.

Two new members were elected: W. R. Foley of the Chickasaw Cooperage Company, and George W. Ashby of the Rush Lumber Company, both of Memphis.

Hardwood News Notes

MISCELLANEOUS

The Rutland Sash & Door Company has incorporated at Rutland, Vermont.

The Automatic Seating Company at Superior, Wis., is a recently incorporated company.

The capital stock of the Randolph Planing Mill Company of Elkins, W. Va., has been increased from \$25,000 to \$150,000.

At Palatka, Fla., the Palatka Hardwood Mill Company has commenced in business.

S. H. Watring, J. M. Woodford, Charles Ritter and Margaret H. Ritter Elkins have incorporated the Woodford Lumber Company at Elkins, W. Va.; capitalization, \$50,000.

CHICAGO

Fourteen meowing "kittens" were metamorphosed into "cats" at a concatenation of the Northern Illinois Chapter of the Concatenated Order of Hoo Hoo held at the headquarters of the Lumbermen's Association of Chicago on Thursday, May 25. The initiation and dinner was in charge of S. F. D. Meffley, vicegerent snark for the chapter. Among those initiated were Albert Lawrence Wilson and Herbert Leighton Pease, National Association of Box Manufacturers; E. N. Beard, Chicago representative of Turner-Farber-Love Company; J. H. Dunn, St. Louis Basket & Box Co., and Jacob S. Drell, G. W. Jones Lumber Co.

A. C. Quixley of the Quixley Lumber Company lost his father, J. W. Quixley, who died the night of May 28, in a Rockford, Ill., hospital at an advanced age. Mr. Quixley buried his father in Beloit, Wis., which was his old home.

M. W. Stark of the American Column & Lumber Co., Columbus, O., during the latter part of May was in the Presbyterian Hospital in Chicago for treatment, but he was sufficiently recovered around June 1 to go out and visit a number of his friends in Chicago.

BUFFALO

The mill of the Western Lumber Company, Olean, N. Y., was damaged by fire on June 2 to the extent of \$5,000. The fire started in the shaving bin and was communicated to the roof. Some material was water-soaked and some burned, but the machinery is not believed to have been damaged. A shut down of three weeks will take place.

Orson E. Yeager is spending three weeks on a western trip, taking in the world convention of Rotary Clubs in Los Angeles.

The Buffalo Lumber Exchange holds its first annual outing of the season on June 13, when a trip down the river and a dinner at the Motor Boat Club will be enjoyed. Frank T. Sullivan is in charge of the arrangements for the day.

The Hotel Statler has contracted with the Batavia & New York Wood-working Company, Batavia, N. Y., for the interior woodwork, which will be American walnut and quartered oak. The contract for furniture has also been let. Berkey & Gay will supply the bedroom furniture and Bernard & Simmons the chairs and lobby furniture.

The Public Service Commission at Albany held a hearing on June 2 on the petition of G. Elias & Bro., lumber dealers of Buffalo, for a reduction in the freight rate on logs from various outside points to this city. Complaint was made by A. J. Elias as to the rates made by the different roads, the latter also being represented at the hearing. Both parties were given twenty days to file briefs. G. Elias & Bro. erected a well-equipped sawmill some months ago at their yard for the purpose of handling their own logs from nearby points, but the rates asked by the roads for delivery here are regarded by the company as excessive.

PHILADELPHIA

Fire swept the planing mill of Charles Stolzer, 2310 Washington avenue, Philadelphia, this week, causing a loss of more than \$5,000. Dried lumber and woodworking materials are believed to have caught fire from a glue machine.

Pennsylvania now is assured of a national forest reserve. Word was received today that the purchase of 74,000 acres in Elk, McKean, Forest and Warren counties had been agreed upon by the National Forest Reservation Commission. The land will be taken over by the Government at the price of \$2.73 an acre.

Arthur J. Stevens is hard at work on the books of William Whitmer & Sons, Philadelphia, lumber dealers owning large tracts of land in Virginia, West Virginia and North Carolina. The company was declared insolvent and Mr. Stevens was appointed receiver by Federal Judge Thompson. The company, which is capitalized at \$3,000,000, is believed to be in a fair condition, although its working capital has been cut down. Lumbermen believe that the receiver will bring the company out of the "woods."

Two Philadelphia lumber companies have been in business more than 100 years. These are the J. Gibson McIlvain Company and R. A. & J. J. Williams. Both concerns were represented at the big luncheon given by the chamber of commerce to all centenary establishments in this city.

BALTIMORE

Wm. Schleyer, who has been located for some years in Baltimore as the local representative of Kosse, Shoe & Schleyer, hardwood distributors and exporters, with headquarters at Cincinnati, has withdrawn his interest from the corporation, and, it is stated, has formed a connection with a chain of retail yards, which will enable him to remain in the Middle West. The company some time ago disposed of its yard in Baltimore, where stocks of hardwoods were accumulated for the domestic trade and for export, and last week the belongings of the office, which for a time had been in the Knickerbocker building, were removed. Max Kosse, of the corporation, stopped in Baltimore a few days ago, though the visit had no exclusive connection with the winding up of affairs there. Mr. Kosse had been in New York relative to some foreign shipments and he went to Baltimore to confer with Harvey M. Dickson, secretary of the National Lumber Exporters' Association, regarding the shipments.

Another visitor in Baltimore during the week was C. S. Powell, of the Powell Lumber Company, hardwood exporters, with office on Broadway, New York. Mr. Powell also saw Mr. Dickson. He was appointed receiver for his company on May 11 and has since been engaged in winding up affairs. Meanwhile, however, he has organized what will be known as the Powell Lumber and Timber Corporation, with offices and yard at 43 Davis street, Long Island City, N. Y. This new corporation has already started in business and is prepared to furnish stocks similar to those carried by the old concern, which was carried down by the deflation that followed the post-war boom.

Yet another out-of-town caller in Baltimore during the last week in May was M. Christie, of James Kennedy & Co., Ltd., Cincinnati, who was proceeding by automobile with his wife to Ocean City, N. J., where the family is to spend several of the summer months. The journey was entirely for recreation and to install the family at the seaside.

J. J. Linehan, of the Mowbray & Robinson Company of Cincinnati, made Baltimore a stopping point on a trip by automobile to see his father, who lives on the eastern shore of Maryland and whom he had not seen for some time.

The Maryland Lumber Company is erecting a two-story brick wood-working plant, which will extend from Forrest street, through to East street, and will house not only the offices of the corporation, but a sash

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have demonstrated their claim to the front rank of quality and if you have never used them it will pay you to get in touch with us at once.

WE SPECIALIZE IN

Plain and Quarter-sawed
RED AND WHITE OAK

Plain and Quartered
RED GUM

We can supply your requirements in Hardwoods no matter how exacting they are. Consumers whose reputation rests on quality can maintain their standard by writing

ARCHER LUMBER CO.
HELENA, ARKANSAS

and door making plant, and much other woodworking machinery. A large shed is also being put up.

Much interest was manifested in Baltimore over the report from Philadelphia that a federal receiver was appointed there on May 19 by United States District Judge Thompson, for the Parsons Pulp and Lumber Company, operating timber lumber and pulp mills in West Virginia, Virginia and North Carolina. The plant at Parsons in West Virginia, just across the line from Maryland, is a big one, and a number of persons are employed. The action was taken on application of William Whitmer & Sons, Inc., who are said to own all of the capital stock, the proceeding being a friendly one. The liabilities are placed at \$4,000,000, with the assets \$1,000,000 greater.

The J. L. Gilbert & Bro. Lumber Company, which last year acquired a large tract at Garrison Lane and the Pennsylvania railroad, in Baltimore, as a site for the concentration of all of its activities, instead of having them spread over three or four different places, has obtained a permit for the erection of a two-story brick building, 100 by 120 feet, in which sash and door and other wood working machinery will be installed. The cost of the structure, which is one of a number of improvements, is placed at \$30,000.

Richard P. Baer of the hardwood firm of Richard P. Baer & Co., has followed his brother, M. S. Baer, with a trip to the sawmills of the Magazine Hardwood Lumber Company, at Mobile, Ala., and of the Baer & Thayer Company at Bogalusa, it being deemed desirable to keep in close touch with operations now.

G. L. Wood, general manager of the R. E. Wood Lumber Company, and Mr. Hayes, the sales manager, have been away on business trips.

CLEVELAND

Valuable first-hand information on the lumber situation generally and the hardwood position particularly, in the Central West, was brought back to Cleveland this week by S. O. Oliver, sales manager the Cuyahoga Lumber Company, after an extensive trip through the Upper Michigan peninsula. The most encouraging information he has to give to Northern Ohio members of the industry, Mr. Oliver believes, is that while there is a goodly stock of most hardwoods at shipping points, it is beginning to move more freely, which is taken as a reflection of better demand, of which Cleveland interests must, in time, naturally get their share.

Something equally encouraging is seen in the change in demand on the part of the larger hardwood users, according to Mr. Oliver. For example, furniture manufacturers, who hitherto had not been so particular about quality or sizes, now are insisting upon a 50 per cent divi-

sion of firsts and seconds, and seem to require that the materials be at least six inches wide and 10 feet long.

Plans for meeting the renewed building demand for interior finish hardwoods are being made at the Peters Mill Work and Lumber Company, advantage being taken of the between-seasons condition. A good outlet for the moderate priced grades of all hardwoods has been supplied by this firm during the early season building activities, according to F. H. Peters, head of the company. Now that building is going ahead with the settlement of most of the disputes in the building industry, a much longer season for housing is anticipated.

Less inquiry for oak, and little or no demand for poplar, with a marked increase in demand for both gums and birch, is being experienced at the Phil Marquard Building and Realty Company and the Marquard Sash and Door Manufacturing Company. In the last few weeks three cars of birch or gum have been used to one of oak, according to Fred Marquard, sales manager. The production plant of these companies is working full time to meet the housing requirements, and nearly a score more additional operatives have been put on, according to Mr. Marquard.

"It has been necessary to change our specifications for materials lately," says Mr. Marquard, "because recent experience has shown us that we dispose of our housing production more quickly and easily where interiors are finished with gum or birch material instead of the standard oaks and poplars, which was the case up to recently.

Increased sales of both birch and gum are evident at the Trebing Manufacturing Company, although sales in all divisions show a marked improvement in the last month over those at the beginning of the season, according to O. G. Trebing.

One of the few establishments in town to offer a contrast to the average trend is the Theodore Kundtz Company, which is finding a significantly good outlet for maple, according to Fred Wagner, sales manager. Here as elsewhere in the trade the general demand is rather slow for the moment, owing to the between-seasons condition.

W. B. Martin, president the Martin-Barriss Company, has left for New York City and the East on a business trip.

Arch C. Klumph, president the Cuyahoga Lumber Company, is in California in the interest of the Cleveland Rotary Club.

CINCINNATI

William O. Wemelsdorf, who came here from Detroit, Mich., to take a position with the Thoman-Flinn Lumber Company, left that concern on June 1. He has accepted the position of sales manager of the Buskirk-Heyser Lumber Company, of this city.

The Cincinnati office of the Finkbine Lumber Company of which J. Cooper Campbell is manager has been moved from the Mercantile Library Building to 257 Hosea avenue, Avondale.

Several departments of the M. B. Farrin Lumber Company, suspended operation for a few days recently because of an explosion which occurred in one of the dust separators. The separator in which the explosion occurred was situated on the roof of the boiler house. No damage resulted from the explosion. H. J. Pfeister, president, said that the several departments could have been operated without the dust collecting system, but this would cause clouds of shavings to fly about the neighborhood, and rather than cause this annoyance to the residents in the vicinity the plant was closed until the separator was repaired.

Theodore Luth, president of the Luth Carriage Company and former president of the National Carriage Builders' Association, was in New York City last month, discussing plans with officers of the national association for the 1922 convention which will be held in New York City.

Chester F. Korn of the Korn Company, Sumter, S. C., was in this city last month to attend a meeting of the Board of Directors of the Winton Place Savings Bank and Trust Company of which he is president.

INDIANAPOLIS

The Dubois Planing Mill, at Dubois, Ind., has increased its capital stock from \$5,000 to \$40,000.

The Gegax Ladder Company has been organized at Elkhart, Ind., with a capital stock of \$10,000 for the purpose of manufacturing ladders and other wood products. The organizers of the company are Willis R. Gegax, George B. Pratt, Jr., George Unger and L. F. J. Croop.

Fire of undetermined origin in the stockroom of the Muncie Casket Company at Muncie, Ind., recently, caused a loss estimated at more than \$40,000. Silks and other goods used to trim caskets were destroyed and much machinery damaged. Work of firemen was impeded by the heavy bars that protected the doors to the stockroom. The plant will be closed indefinitely while repairs are made. Frank Barber, clerk of Delaware county, is president of the company and the principal stockholder. The loss is covered by insurance.

LOUISVILLE

M. S. Shadburne of the Louisville division, Southern Hardwood Traffic Association, left Louisville on June 3 to attend the Shriners' meeting on the Coast, having arranged his vacation this year so as to take in the coast trip.

With a capital of \$3,000 and a debit limit of \$25,000, the Cedar Supply

& Lumber Company, Louisville, has been chartered by R. J., F. W. and J. B. Leet.

At New Albany, Ind., some of the hardwood men are charter members of the New Albany Country Club, which has secured a 77-acre tract of land and will install a golf course, club house, etc. E. V. Knight of the Navco Hardwood Company and New Albany Veneering Company, and H. N. Kannappell of the Period Cabinet Company are among the incorporators.

J. S. Thompson of the Southern Hardwood Traffic Association claims that there should not be any slump in shipments during June on account of the freight reduction, as most of the reduction was already in effect, and as lumber is sold delivered the reduction does not affect the buyer.

George Wilcox of the I. B. Wilcox Company reports that their mill is running full time at Burdette, Miss., and getting all the logs needed at this time.

Work has started on a kiln to cost about \$6,000 at the plant of the Louisville Point Lumber Company, which in answer to a general demand is now installing dry kiln facilities, after depending on dairying for many years.

BEAUMONT

Ben S. Woodhead, president of the Beaumont Lumber Company, has returned from a two week's jaunt to the West Indies. Mr. Woodhead reports business good in Porto Rico, but Cuba and other West Indian islands are going through a period of depression. He went as a member of the chamber of commerce committee of Beaumont.

The J. M. West Lumber Company has purchased all the timber rights on the D. A. Patillo league in Orange county for \$25,000.

L. L. Chipman, manager of the export department of the Long-Bell Lumber Company, will sail from New York on June 10 to visit the principal market centers on the other side. He will visit England, Holland, Germany, Belgium, France and possibly Italy. He will return about September 1.

TORONTO

The Batchhawana Timber and Improvement Co., Ltd., has been incorporated under the laws of Ontario with a capital stock of \$30,000 and with power to engage in a general lumbering business. Among the incorporators are B. W. Sippy, A. F. Sippy, Carl B. Davis and N. S. Heany, of Chicago, and G. G. Gleason, of Walkerville, Mich.

At a meeting of the Toronto Wholesale Lumber Dealers' Association held in Toronto May 1, it was decided to make representations to the Dominion Government to have the sales tax on lumber changed so that it will apply in the same manner as on other commodities. The paragraph in the sales tax resolution applying to lumber reads as follows: "Provided that in respect to lumber an excise tax of 3 per cent shall be imposed, levied and collected on sales and deliveries by the Canadian manufacturer and of 4½ per cent on importations, and that no further excise shall be payable on resale." The wholesalers claim that according to the excise tax regulations they have to absorb the tax instead of passing half of it to the retailer, as in other lines than lumbering.

The entire plant of the Muskoka Wood Manufacturing Company, one of Huntsville's biggest industries, was completely destroyed by fire on May 28. The plant consisted of a large and well-equipped sawmill, a hardwood flooring factory, the output of which found a market in all parts of Canada, a large drying kiln and extensive warehouses in which were stored large quantities of dressed floorings awaiting shipment. The plant was erected twenty-three years ago, and was one of the largest flooring and lumbering businesses in Canada.

A judgment in which liability is expected to exceed a million dollars was rendered in Vancouver, B. C., a few days ago against the Canada Timber & Lands, Limited, whose head office is in Toronto. The successful plaintiffs are seven loggers, who entered into a contract with the company to purchase two hundred million feet of timber at Toba River, B. C. A portion of this had been logged, when the company repudiated the contract. The decision is to be appealed.

H. J. Terry of Terry & Gordon, Ltd., Toronto, who is the chairman of the wholesale Lumber Dealers' Association, Inc., and a director of the Toronto Rotary Club, has gone to Los Angeles to attend the International Convention of Rotary Clubs.

R. Lockhart of R. Lockhart & Co., Ltd., Fort Francis, Ont., and R. P. Wescott, formerly connected with the McDonald Lumber Company, Ltd., and the McDonald Lumber Yards, Ltd., have opened a wholesale lumber office in the McIntyre Building, Winnipeg, Man.

The Gravel Lumber Company, Ltd., Etchemin Bridge, Que., of which Sir William Price is president, has opened an office at 501 Drummond building, Montreal, under the management of L. G. Gravel, the assistant general manager of the company. The company, which has been established 42 years, specializes in Quebec spruce, birch flooring and boxes.

B. W. Lakin, who for the past fifteen years has been the logging superintendent for the Cookston Lumber Company of Bemidji, Minn., has been appointed general manager of the Shevlin-Clarke Lumber Company at Fort Francis, Ont. He succeeds J. A. Mathieu, M. L. A., who resigned a few weeks ago.

King Mill & Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum

Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CARLOADS

HARDWOODS and SHINGLES

BLAIR LUMBER CO.

Hardwood
Manufacturers

CHATTANOOGA, TENN.

The Hardwood Market

CHICAGO

The improvement begun some weeks ago in the Chicago market continues. All the various industrial consumers are a little more active in buying, the total making a considerable improvement in demand. Prices are holding firm, or advancing. Wholesalers report increased difficulty in securing needed stocks, indicating shortage of popular items at the mills both north and south. The recent order of the Interstate Commerce Commission for the general reduction of railroad freight rates has had only a slightly deterrent influence on the purchase of hardwoods in this market, because of the little real difference it will make in the cost of this product.

BUFFALO

The hardwood demand has been on the increase during the past month, and has generally been the best month so far this year. With some concerns the sales ran close to those of the best months of 1921. The advance

Offering Thoroughly Kiln Dried Lumber and an Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and also to offer kiln drying service of proven efficiency for handling either green or dry lumber. We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

Try *STIMSON* at Owensboro
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J. V. Stimson & Co.
OWENSBORO, KY.

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Mill—Ironwood, Michigan
Sales Office, Oshkosh, Wis.

"Gogebic County" Birch, Soft Elm, Ash—The Best

WE HAVE CHOICE STOCK

BIRCH			BROWN ASH		
5/4" No. 1 & Btr.	50,000'		4 1/4" No. 2 & Btr.	100,000'	
1 1/4" No. 1 & Btr.	100,000'		5 1/4" No. 1 & Btr.	5,000'	
5 1/4" No. 1 & Btr.	30,000'		6 1/4" No. 1 & Btr.	10,000'	
6 1/4" No. 1 & Btr.	30,000'		8 1/4" No. 1 & Btr.	10,000'	
8 1/4" No. 1 & Btr.	30,000'				
3 1/4" & 4 1/4" No. 2					
SOFT ELM			HARD MAPLE		
1 1/4" No. 2 & Btr.	100,000'		1 1/4" EAS.	100,000'	
6 1/4" No. 1 & Btr.	30,000'		5 1/4" No. 2	30,000'	
8 1/4" No. 1 & Btr.	30,000'		6 1/4" No. 2	100,000'	

A L S O

Soft Maple, Basswood, White Pine, Hemlock, Shingles, Posts, Lath

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

in the movement of lumber is undoubtedly due in large degree to the improvement in the building business. Conditions are more satisfactory in this line than for a long time. An improvement has also occurred in the demand from the automobile plants, the latter having been very heavy purchasers of hardwoods in the past month or two. In some woodworking lines, including the furniture trade, orders are not coming in to as large an extent as hoped for, but increased business is looked for soon.

Most hardwoods participate to a fair extent in the demand. Oak has been in the lead, but a good deal of poplar has lately been placed, and an increase in basswood sales is also noted. Maple has shown some gains in the past few weeks in volume of orders and birch is keeping up well. Some larger sales have taken place in cypress. Prices are not altogether satisfactory in the different hardwoods, as a good deal of competition is shown and much business is taken on a small margin.

BOSTON

There is some improvement noted generally here in the hardwoods trade in all lines, but it is certainly not commensurate with the improvement that has been taking place in the softwood branches of the lumber trade here and elsewhere. Moreover the improvement that there is seen in both demand and in inquiry is very unevenly distributed as among the various wholesalers here. And while the first and second grades continue to be pretty firm within the rather wide ranges that are prevailing, on the other hand the common grades are disproportionately weak. The bulk of the business and of the improvement in same seen here obtains among the hardwoods yards and in the furniture trade. Neither the piano people nor the chairmakers are yet purchasing what is normally to be expected, though the automobile people are buying a little better. There is quite a little feature to be noted in the demand for ash, which has improved around here quite a bit of late, the bulk of the demand being from the implement handle people. There is also some activity in the demand from specialty box people, machinery makers and others, for poplar. There is a slight improvement noted in demand from the railroads. But the really good feature of the market here, the one that pleases the most when so many hardwoods people are in a state of disappointment, is the firmness and improvement steadily noted in demand for hardwood flooring. Sales are good in this and the tone is continually firm and prices for birch, maple and beech flooring hold up strong. There is a slight improvement noted in the demand for hardwood finish here, but even that is not coming along at full blast yet.

BALTIMORE

Conditions in the hardwood trade here, though not materially changed during the last two weeks, have shown further progress in the direction of greater activity and increased interest in the offerings of lumber so far as the domestic market is concerned, and the quotations are perhaps steadier than they were. Any gains made, however, come very gradually and nothing in the shape of a boom is to be observed. It can be said that the hardwoods as a whole hold their own compared to other commodities, with the requirements of the consumers broadening and especially the bigger buyers having augmented needs to take care of. The expansion takes in virtually the whole list, with stocks at the mills and in the hands of the dealers not yet of such proportions as to indicate that congestion may not be far off. Some items may even be regarded as in decidedly scant supply, and this state of affairs would be more acutely felt than it is but for the continuance of pronounced quiet in the export division.

COLUMBUS

There is a strong demand for hardwoods in Columbus and central Ohio territory. Buying is well distributed over the country. While retailers are still the best customers, orders are coming in from factories making automobiles, caskets, musical instruments and boxes. Furniture factories are laying low until after the mid-summer furniture shows. The tone of the market is generally good and prospects for the future are considered bright. Shipments are coming out promptly as a rule. There is a growing scarcity of stocks in the higher grades, especially oak, poplar and chestnut. The medium grades also are not as plentiful as formerly. One of the best features is the fact that the lower grades are moving better than formerly. Prices are generally firm at former levels and there is now less cutting to force trade. The tendency of the price list is upward.

CLEVELAND

Encouraging immediate future for hardwoods is seen by leaders in the Cleveland market since the turn of the month. Contrasting with the rather spasmodic movement of material into consumption during May is a markedly steady demand since June 1 from all sources, with particular improvement from the manufacturing industries, notably the furniture and automobile trade, though the building demand still offers the best and most prospects to those hardwood factors that have the material to offer.

The change in popular demand in hardwoods becomes more significant as the new building operations, to finish the year with, get under way.

While in a few quarters oak and poplar still are claimed to hold the lead, in most yards and plants the principal demand right now is for gum and birch, and since neither of these are being received in any excessive quantities, values have stiffened, though they are not actually higher. Meanwhile oak and poplar and some qualities of maple which still seem to take well, are quite as firm as ever, but since none of these materials ever were subjected to wide variations in price, there is nothing at the moment to warrant significant changes at this time, handlers assert.

CINCINNATI

Demand for hardwood lumber is on the increase. Building trade interests, including the manufacturers of flooring, are active buyers and are growing easily the heaviest consumers of southern hardwoods. The flooring interests are using plain red and white oak in Nos. 1, 2 and 3 common, while the other building trade interests are taking gum, cypress, oak and cottonwood. The automobile group appears to be the next most active buyer, consuming large quantities of thick elm, some sap gum and a little ash. The railroads are placing orders more freely, but the furniture manufacturers are very inactive. They are not doing very much according to reports and the large quantities of stocks which they bought up in the early spring apparently will take care of their requirements until business becomes more brisk in their line. Prices are stiffening a little, due, it is believed, to the general construction demand. Some wholesalers report that mill men want more for their stocks at the mills than the wholesaler can realize for what material he has on hand or is seeking to replace. Dealers, it is stated, are stocking up in anticipation of a good fall trade and even the summer promises to be better than there seemed reason to expect not so long ago. Indications are that the coming month will see added movements in the higher grades of various hardwoods with a slight shortage of dry stocks looming up as a possibility. The export trade is rather quiet, but the exporters feel that though buyers abroad have been holding back, they can hardly do so much longer, and they anticipate an improvement in the foreign business in the very near future. Box interests are fair consumers of the lower grades and manufacturers of heavy crates are likewise in the market in a substantial way.

INDIANAPOLIS

Demand for hardwoods continues active, with the industrials taking more and more each week. Even with this increase the demand is far from what it should be so far as the industrial demand is concerned, yet the demand from the retail yards is greater than was expected. Prices in all grades show increases and the top has not been reached, especially if the retail demand continues. Interior finish and flooring manufacturers report all the work they can do and some are working overtime. Retailers say the volume of work already contracted for, but not yet begun, assures a steady demand from construction interests for some time to come. During the past two weeks there has been some activity among the railroads in spite of proposed rate decreases. The demand is not what it should be from this source, but is an increase over the past demand. Piano factories are still slow, but business seems to be on the upgrade with the furniture factories. Thus far the coal strike does not seem to have had much effect with the industries, though the retail business in the strictly mining regions is beginning to be affected.

MEMPHIS

The position of hardwood lumber continues to become stronger. Demand is broadening, shipments are steadily increasing, and the market is advancing on practically all items under the stimulus of excellent demand and lessening supplies in No. 1 common and better. Shipments have been gaining steadily throughout the past five or six weeks and May proved the month of heaviest movement of southern hardwoods for more than two years, being within approximately 3,000 cars of the heaviest ever recorded for a similar period.

In the meantime, production suffered at the rate of 2,500,000 feet a day, with the result that heavy inroads have been made on available supplies. It will be some weeks yet before the full effect of the loss in production, forced by flood conditions, will be felt, but it is suggested by conservative members of the trade that the time is not far distant when something like a famine will be witnessed in dry lumber in No. 1 common and better. Every day sees increase in the difficulty on the part of consuming interests in finding the kinds and quantities of lumber they need, and they are already beginning to "shop around" in a way that suggests that they realize the difficulties confronting them.

Offerings of firsts and seconds, in nearly all items, are very much broken and heavy inroads have been made on Nos. 1, 2 and 3 common plain red and white oak, No. 1 common plain red gum and No. 1 plain sap gum. There is very little thick elm for sale in the Memphis territory, while offerings of red gum in firsts and seconds are quite limited, especially in 5/4, 6/4 and 7/4 stock. One firm here which sold short on this particular class of material has found extreme difficulty in extricating itself from its unenviable position.

Some consuming interests are striving to place orders now for deliveries after July 1, the effective date of rate reductions on hardwood

WE WANT TO SELL the following Dry Northern Michigan HARDWOODS

BIRCH		HARD MAPLE	
3 4	Selects & Better.... 15,000'	4 4x6" & Wider, 8' & Longer	
4 4	1sts & 2nds.... 25,000'	No. 1 & Btr., 50% FAS. 100,000'	
4 4	Selects.... 10,000'	6 4	No. 1 Com. & Btr.... 100,000'
4 4	No. 1 Common.... 35,000'	6 4	No. 1 Com. & Sel.... 60,000'
4 4	No. 2 Common.... 100,000'	6 4	No. 2 Common.... 95,000'
5 4	1sts & 2nds.... 5,000'	8 4	No. 1 Com. & Btr.... 90,000'
5 4	Selects.... 35,000'	8 4	No. 2 Common.... 25,000'
5 4	No. 1 Common.... 5,000'	10 4	No. 1 Com. & Btr.... 60,000'
5 4	No. 2 Common.... 80,000'	12 4	No. 1 Com. & Btr.... 25,000'
SOFT ELM		SOFT MAPLE	
4 4	No. 2 Com. & Btr.... 20,000'	4 4	No. 2 Com. & Btr.... 150,000'
6 4	No. 1 Com. & Btr.... 20,000'	8 4	No. 1 Com. & Btr.... 85,000'
8 4	No. 2 Com. & Btr.... 30,000'		
ASH		BASSWOOD	
4 4	No. 2 Com. & Btr.... 25,000'	4 4	1sts & 2nds.... 15,000'
6 4	No. 1 Com. & Btr.... 15,000'	4 4	No. 1 Common.... 15,000'
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Annual Output: 50 Million Feet

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Insist upon

Wolverine Maple Flooring

"Best by Test"

Maple, Birch, Basswood, Elm, Beech



The sign to follow
for Maple Flooring

The Hardwood Situation

In view of prevailing conditions in this important market, we have considered the present an opportune time to present a chart on the movement of hardwood lumber prices as a basis for an analysis of the situation. In the chart we show the movements of two composite groups of hardwood lumber prices from July, 1916, to March, 1922, compared with the movements of Bradstreet's Index Number representing the general level of prices for the same period.

*A free copy of this chart will be mailed
upon request. Write Department M today*

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lumber and forest products, but they are meeting with no success for the reason that sellers are unwilling to go short of the market in their present knowledge of the smallness of offerings. Other consuming groups are buying now for immediate shipment just as rapidly as they can get their orders accepted because they appreciate that the advance in prices between now and July 1 is almost certain to be much greater than the limited reduction in freight rates.

Building trade interests are very active in their efforts to secure their requirements. They are doing a record business and they have consumed enormous quantities of low grade red and white oak, making tremendous inroads on available supplies. Other building trade interests, too, are actively in the market, with every prospect that they will continue free buyers as a result of the unusual activity in construction work in all parts of the country. The enormous home-building campaign is stimulating demand for furniture, and furniture manufacturers are buying with much greater freedom than even two or three weeks ago. They are showing some concern about their needs during the next few months and they are getting away from the hand-to-mouth policy of purchase they followed so long. It is now beginning to appear, according to hardwood manufacturers, that the furniture group will be the most active in the market for lumber this fall when building trade interests will begin to feel some decrease in their business as winter approaches.

There is a fairly active demand from manufacturers of agricultural implements and vehicles, from the piano and other musical instrument producers, and from manufacturers of wooden containers and heavy packing crates, while automobile interests are in the market in a bigger way than at any time this year. There is rather more export business in progress although overseas demand is not up to normal for this time of the year.

From a demand standpoint there is little to be desired. From a price standpoint, the marketing is improving every day. Sellers are in full control of the situation and higher prices are regarded by the majority of the trade as inevitable as a result of the very strained relations between supply and demand.

Plain red oak in No. 1 common is selling at \$48 to \$50 per thousand, f.o.b. cars at Memphis, while plain white oak, in the same grade, is commanding \$53 to \$55 per thousand. Sixty dollars for the latter by July 1 is freely predicted. Plain white oak, in No. 1 common, is selling at almost as much as quarter sawn stock of the same grade, which is a condition almost without precedent. This is the result of the abnormal activity on the part of flooring manufacturers and the comparatively limited buying heretofore experienced on the part of furniture manufacturers and other consuming groups. Ordinarily there is a differential of at least \$10 per thousand between plain and quarter sawn stock in that grade.

Hardwood manufacturers throughout the lower Mississippi valley are "on their toes" to resume production of hardwood lumber on the heels of the recession of flood waters from the lowlands.

In the territory north of Greenville, Miss., logging is already being resumed and some of the mills which were forced to close down have already started again. In the territory south of Greenville, however, there is still so much water in the woods that it is impossible to make appreciable progress with logging, with the result that only an occasional mill in that area is able to resume. The volume of water that has had to be drained off was so much greater this year than ever previously known that an unusual amount of time is being required for its disappearance.

Logging in the Memphis territory is getting well under way and there should be material increase by the middle of the current month in the quantity of logs arriving at the mills. It is estimated, however, that it will be well along toward the end of June before anything like normal production of hardwoods in the lower valley, comprised in southwestern Mississippi, southeastern Arkansas and northern Louisiana, will be seen again, even if weather conditions are unusually favorable.

J. W. Dickson, president of the Valley Log Loading Company, made the statement a few days ago that "there are only two or three days' supply of logs awaiting loading on the Yazoo & Mississippi Valley lines of the Illinois Central because flood waters and excessive precipitation have prevented logging." He says that there will be substantial increase in the quality of logs available within the next two or three weeks and he predicts that his firm will have three machines in operation by the end of the current month. The company is now loading at the rate of about 200 cars per month compared with an average of something like 1,000 cars at this time of the year.

LOUISVILLE

The general hardwood market is in good shape as a result of better demand from planers and jobbers for hardwoods, while the auto trade, implement, wagon and some other lines are buying in larger quantities. The furniture trade is a bit slow, and veneers and panels are not as good as they should be but showing promise. Poplar siding has been very good, due to active building. Hardwood flooring is active and taking a lot of oak. Railroad buying is more active. The turning trades are taking a fair amount of material, and there is a little export business. Production is increasing in the South, and due to kiln drying there will probably be better supplies of short items on the market before long, as the water is running out rapidly in the southern woods and logging is increasing.

with more mills running. It is estimated that the ten per cent reduction in freight rates will not affect the market at all, as most of it was already figured in the delivered price.

NEW ORLEANS

The hardwood mills throughout this section are still closed down almost without exception, but other aspects of the market situation continue to improve steadily and buying is better now than for many moons previous. Prices on the whole remain firm, but the tendency in many different grades and varieties is toward the ascent and this is beginning now to become more and more pronounced. Stock is running low at the mills, inquiries are more numerous and buying more active than for some time past, and as the scarcity of stock situation grows more and more acute, prices are very reasonably expected to continue to show their upward tendency.

Demand has been quite pronounced in the New Orleans hardwood trade from two distinct sources within the past fortnight; first, from abroad, and, secondly, from the consuming manufacturing trade within the territorial United States. True, the export business is still far below normal; in fact, so slight as not yet to be very considerable. But it is none-the-less rallying from its stupor and is assuming a decidedly more active aspect from week to week with prospects rather bright, according to representative lumber exporters from New Orleans and other southern ports.

The newspapers from day to day continue to carry accounts of some big automobile manufactory going into the hands of a receiver, or otherwise going busted, but, oddly though it may seem, the automobile business, especially from manufacturers of closed automobiles, has been very considerable latterly and not a few New Orleans hardwood men have received nice orders from auto makers from the North and East within the past week or fortnight with indications that this business will continue to improve. Others buying large quantities of hardwoods are the railroads for general repair and equipment purposes, the millwork people and flooring and furniture manufacturing concerns. Perhaps the least active group just now is the box manufacturers and they seem almost completely to be out of the market for the time being.

BEAUMONT

Although there has been no advance in prices to speak of, there has been a decided improvement in the hardwood market during the past two weeks. Mills are gradually recovering in this section from the effects of wet woods and floods.

Shipments are gradually increasing in volume, and this has had the effect of encouraging mills to pay a little more attention to stocks than they have in the past.

The greatest activity is in oak, which is being used extensively for flooring. In fact, this demand has become so general and the supply so inadequate, the Long-Bell Lumber Company is figuring on turning its big planing mill at Longville, La., into a flooring factory. The yellow pine mill at this point was destroyed by fire and the company decided that it would not be rebuilt.

Furniture factories are also taking a little more stuff with the prospects that this demand will grow very rapidly. Hardwood men are banking on the rushing business of retail lumber yards to bring about a heavy demand for furniture. Most of the lumber is going into new homes, and this invariably calls for a certain amount of new furniture, if not complete refurnishing.

Mills are recovering from the effects of the recent flood, and practically all of those closed down on account of high water and wet woods are again in operation. The demand has not been insistent enough to cause mills which have been idle since the slump in demand to resume operations.

TORONTO

American industries have apparently made better progress along the path of business recovery in recent weeks than have the Canadian manufacturers. Such a condition indicates that improvement is due to take place in Canada before long. Manufacturers in this country are making an effort to overcome the usual summer slump. There is fair assurance that the autumn trade will be better than spring business, particularly if the harvest yield is liberal and prices satisfactory. Automobile manufacturers in the United States have been active buyers of Canadian hardwoods for car bodies, but the output of lumber for Canadian automobile firms has not been as large as was expected would be the case at this time. The furniture trade in Canada is extremely dull and is taking very little stock. What business is being done with the furniture trade is coming from across the line, Michigan, Ohio, Pennsylvania, New York and the New England states furnishing most of the business. It was stated by a Toronto wholesale lumber dealer this week that about 90 per cent of his business during the past several weeks had been with American users of hardwood. There has been a very limited call for hardwood trim, but improvement is looked for now that the building season is getting its stride. Other Canadian users of hardwoods are apparently not in the market to any extent. Some firms report fair sales in thick birch, elm and maple, but prices in many instances, particularly on the lower ends, are very unsatisfactory.

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Short Leaf

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Steam Dried 1"—1¼"—1½"—2"

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A Good Cutting Grade at Less Than B and Bet.

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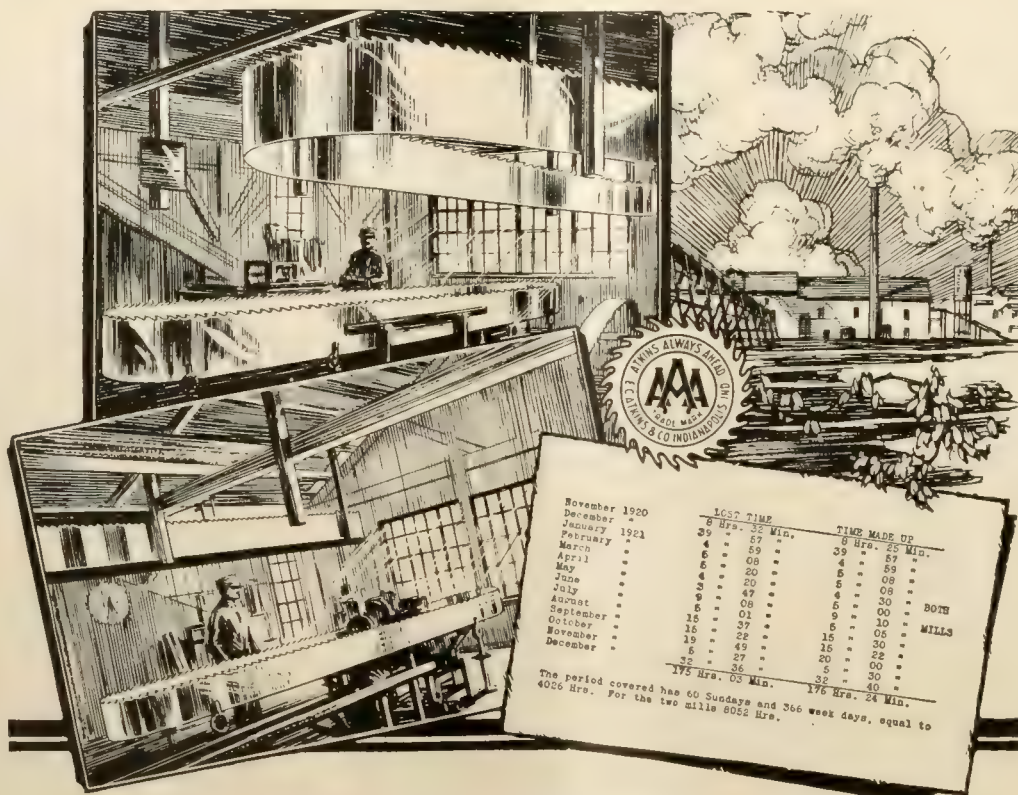
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Only mills equipped with Atkins Silver Steel Saws and Atkins-Coleman Feed Rollers can make records like this.



PRODUCTION OF LUMBER

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The equipment of these two mills is a Single Band and Edger.

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The Finest on Earth

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Wishes to form a connection with a good southern mill with the idea of selling in the Columbus market and vicinity on a commission basis. Would like to connect with a mill handling all sorts of building lumber. Can give reference of highly satisfactory nature. Building in this community is on the boom and the opportunity is ripe for the right kind of connection. Address Box 873, care of HARDWOOD RECORD.

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A treatise on the natural and artificial processes employed in the preparation of lumber for manufacture, with detailed explanations of its uses, characteristics and properties.

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Poplar Bevel Siding
Poplar Lattice Baled Shavings
GAMBLE BROTHERS, INC.,
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21,172 ft. 1" FAS Qtr. Swd. White Oak.
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320 ft. 5/4 No. 1 C. Qtr. Swd. White Oak.
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This is a very choice lot of quartered oak. Address your inquiries to M. H. Schefft, Pur. Agt., G. C. Kuhlman Car Company, Cleveland, Ohio.

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We offer the following band sawn dry West Virginia hardwoods, exceptionally well graded and manufactured:

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33,000 ft. 6/4 No. 2 common hard maple.

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1 car 5/4 No. 2 common and better soft maple.

22,000 ft. 4/4 No. 2 common and better hard maple.

5,000 ft. 4/4 No. 2 common and better soft maple.

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LUMBER FOR SALE

FOR SALE

1/8" and 1/16" Birch cut-downs.
We are continually accumulating 1/8" and 1/16" Birch cut-downs.

We can cut to desired sizes if a cut-down proposition.

Send us a list of your requirements for prices.

We have a car of 1/16" Birch chair seat stock 14" to 24" wide by 14" to 18" long. Dry stock, securely crated.

Write for prices and list of sizes.

KIEL WOODEN WARE CO.,

Mellen (Ashland Co.),

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LUMBER WANTED

WANTED

Carload prices on clear hardwood Broom Handles, mostly 1x1x54". American Lumber & Mfg. Co., Rcvrs., Pittsburgh, Pa.

WANTED

Oak—1 car each 1" and 1 1/4" and 1/2 car each 1 1/2" and 2" FAS Quartered White Oak, 1 car each 2", 2 1/2", 3" and 4" FAS White Ash; also one or more cars each 1", 1 1/4" and 1 1/2" FAS Plain White and Red Oak. Must be well manufactured, good widths and lengths and not flooded, immediate shipment. TAYLOR & CRATE, Buffalo, N. Y.

DIMENSION STOCK WANTED

WANTED

Mixed car 1/2, 2, 2 1/2 and 3" by 30" Clear Oak Squares; also the same in Birch. Quote price delivered Detroit. Also want Oak Auto bow strips of different dimensions. Also 5/4 Plain & Qtd. White Oak Seat stock. E. GRIFFITH, P. O. Box 1273, Detroit, Mich.

DIMENSION STOCK FOR SALE

FOR SALE

Ash Dimension stock. S. N. BROWN & CO., Dayton, Ohio.

FOR SALE—CHAIR STOCK

Bone Air Dried.

30 M ft. 1"x1x square 20" long.

20 M 1 1/2"x1 1/2" square 20" long.

Birch—Clear Stock.

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Band Sawmill six foot, complete in first-class condition. Address Box 877, care HARDWOOD RECORD.

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1—#3-60" Fischer Band Resaw for saws up to 6" wide, rolls open up to 6" on each side of saw, will resaw up to 36" wide. Variable feed from 15 to 125 foot per minute. Also 3-6" Blades, saw stretcher brazing clamps, filling vise, automatic grinder, leveling block, wheel rack for grinder, swage, shaper and 20 horsepower D. C. motor with starter. Complete, \$1,600.00. WOODWORKERS TOOL WORKS, Quincy Station, Chicago, Ill.

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New Circular Saw Mill, Capacity 20,000 feet per day, with Edger, trimmer and cut off, 150 H.P., Locomotive Boiler, 125 H. P. Engine, has been in use less than six months, all new and of the very best. Answer, P. O. 126, Frankfort, Indiana, located in Miss.

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COM. & BTR., white, 8/4", 10/4, 12/4", reg. wdths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

ALL GRADES, 4/4" & thicker. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 2 & 3, 5/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", 4" & wider, 4' & longer, dry; NO. 3, 4/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 C., brown, 8/4"; NO. 2 C., white, 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., white, 5/4"; NO. 2 C., white, 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 10/4". KELLOGG LBR. CO., Memphis, Tenn.

ALL GRADES, 5/8", 16/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.

NO. 1 & BTR., white, 4/4-16/4", nice wdths. & lgths., dry, tough textured ind. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS & NO. 1 C., 8/4, 12/4", yr. dry. JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

LOG RUN, 4/4, 8/4, 10/4, 12/4, 16/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

FAS, 1/2", 4/4, 12/4", NO. 1 C. & S., 4/4, 5/4, 8/4, 12/4"; NO. 2 C., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, 4/4, 8/4", reg. wdths. & lgths., 5-10 mos. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 5-10 mos. dry; NO. 1 C., 4/4-12/4", reg. wdths. & lgths., 5-10 mos. dry; NO. 2 C., 4/4-8/4" reg. wdths. & lgths., 5-10 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

FAS, 5/4", 8/4", reg. wdths. & lgths., dry; NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 C. & BTR., 10/4, 12/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

ALL GRADES, 4/4" & thicker. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1, also NO. 2, both 4/4", 4" & wider, 4' & longer, dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

FAS, 4/4", reg. wdths. & lgths., 5 mos. dry; NO. 1 & BTR., 5/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

LOG RUN, 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 & BTR., 8/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS, 4/4", 6 mos. dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

LOG RUN, 5/4", av. 7", 8-16", 6 mos. dry. WILSON LUMBER CO., Elkins, W. Va.

FAS, 6/4"; NO. 1 C. & SEL., 4/4, 6/4". SHARPBACK LUMBER COMPANY, Huntington, W. Va.

BEECH

COM. & BTR., 8/4-12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 4/4, 5/4, 6/4, 8/4". BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

HIGH GRADE, 4/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4, 5/4, 8/4, 10/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4-8/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, 4/4", 5/4", 8" & wider, 6' & longer, dry; NO. 1, 4/4, 5/4", 4" & wider, 4' & longer, dry; NO. 2, 4/4", 4" & wider, 4' & longer, 15 mos. dry; NO. 2, 5/4", 4" & wider, 4' & longer, dry; NO. 3, 4/4", 5/4", 4" & wider, 4' & longer, 15 mos. dry; NO. 3, 6/4", 4" & wider, 4' & longer, dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4", reg. wdths. & lgths., 5 mos. dry; NO. 3, 4/4, 5/4", reg. wdths. & lgths., yr. dry; NO. 3, 6/4", reg. wdths. & lgths., 5 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 & BTR., 4/4, 8/4, 9/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 3/4, 4/4, 5/4, 6/4, 8/4". MAISEY & DION, Chicago, Ill.

CLEAR, 1 & 2 face, 1x4", 12 mos. dry; CLEAR 1x4 & wider, 4' long; CLEAR 1 & 2, face, 1"x4" & wider, 6' long. THUNDER LAKE LBR. CO., Rhinelander, Wis.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., 8/4", reg. wdths. & lgths.; NO. 2 C., 6/4, 8/4", reg. wdths. & lgths. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

ALL GRADES, 4/4". BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

SD. WORMY, 4/4", dry. MAISEY & DION, Chicago, Ill.

WORMY, 5/4 & 6/4", av. 8", 8-16", yr. dry. WILSON LUMBER CO., Elkins, W. Va.

SOUND WORMY, 6/4". SHARPBACK LUMBER COMPANY, Huntington, W. Va.

COTTONWOOD

NO. 1 C. & BTR., 4/4". BARR-HOLADAY LBR. CO., Greenfield, O.

BX. BDS., 4/4", 9 to 17", bone dry; FAS, 4/4", 6 to 17", bone dry; NO. 1 C., 4/4", CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4"; NO. 1 C., 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, including box boards, 4/4", 6-12 mos. dry; NO. 1 C. & BTR. (25% FAS, 25% BX. BDS.), 4/4"; NO. 1 C. & SEL., 4/4", 6-12 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

BX. BDS., 4/4", 13-17"; PANEL, 4/4", 18" & up; FAS, NO. 1 C., NO. 2 C., all 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

CYPRESS

NO. 1 C., 4/4", 6, 8, 10, 12"; NO. 2 C., 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 1 SHOP, 4/4"; NO. 1 SHOP & BTR., 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 SHOP, 4/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, 4/4"; FAS, 5/4, 6/4, 10/4, 12/4", 4-12"; FAS, 4/4, 5/4, 10/4, 13-17"; FAS, 4/4, 5/4, 6/4", 18" & up; FAS, SEL., 4/4", 5/4, 6/4, 12/4"; FAS, SHOP, 4/4, 5/4, 6/4"; NO. 1 C., 5/4, 6/4, 8/4"; NO. 2 C., 4/4, 5/4"; BOXING, 4/4, 6/4"; PECKY, 4/4", 4/4x8" & 4/4x12". TURNER-FARBER-LOVE CO., Memphis, Tenn.

ELM—SOFT

NO. 2 C. & BTR., 6/4 to 12/4". BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., 4/4"; NO. 3 C., 4/4". BELL-GRADE LBR. CO., Memphis, Tenn.

COM. & BTR., 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 16/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 & BTR., 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 & BTR., 4/4, 10/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NOS. 2 & 3 C., 5/8". KELLOGG LBR. CO., Memphis, Tenn.

LOG RUN, 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 12/4". J. T. KITCHEN LBR. CO., Columbus, Ind.

NO. 1 C., SELS. & NO. 2 C., 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

FAS, 5/8, 4/4, 8/4, 12/4": NO. 1 C., 5/8, 4/4, 8/4, 12/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS & NO. 1 & 2, 8/4, 10/4". JOHN I. SHAFER HDWD. CO., So. Bend, Ind.

LOG RUN, 4/4"; NO. 2 C., 4/4, 6/4, 8/4, 10/4, 12/4"; NO. 2 & 3 C., 5/8, 3/4"; NO. 3 C., 4/4, 8/4, 12/4"; NO. 1 C., 10/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

ELM—ROCK

NO. 2 C. & BTR., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

NO. 1 C. & BTR., 4/4". BARR-HOLADAY LBR. CO., Greenfield, O.

ALL GRADES, 4/4", 5/4, 6/4, 8/4. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1 C., 4/4"; NO. 2 C., 4/4, 6/4, 8/4, 10/4, 12/4". LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 1 C., 5/8". NORTH VERNON LBR. MILLS, North Vernon, Ind.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4-8/4". BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 5/4". C. B. COLBORN, Memphis, Tenn.

NO. 1 C. & BTR., 4/4", 8/4", Miss. delta, also fig. stock. FAS, SND, 8/4", Miss. delta; COM. & BTR., SND, 8/4", Ark. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 2 C., 6/4"; FAS, NO. 1 C., both 8/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, 4/4"; NO. 1 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., SND, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 8/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

FAS & NO. 1 C., qtd., 5/4-8/4". BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C., 5/4"; NO. 1 C. & BTR., 6/4". C. B. COLBORN, Memphis, Tenn.

FAS, 5/8"; BX. BDS., 4/4", 13-17. KELLOGG LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., qtd., 4/4". J. T. KITCHEN LBR. CO., Columbus, Ind.

FAS, 4/4", La.; NO. 2 C. & BTR., 4/4", La.; NO. 3 C., 4/4", La. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS & NO. 1 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

FAS, black, 4/4", 6" & up; FAS, tupelo, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

COM. & BTR., tupelo, 4/4". BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1 C., FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., qtd., black, 4/4". J. T. KITCHEN LBR. CO., Columbus, Ind.

COM. & BTR., black, 5/4". LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 2 C. & BTR., pl. & qtd. black, 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., black, 4/4"; NO. 2 C. & BTR., black, 4/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

HACKBERRY

NO. 2 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

HICKORY

NO. 2 C. & BTR., 8/4, 10/4"; NO. 2 C., 8/4". BARR-HOLADAY LBR. CO., Greenfield, O.

LOG RUN, 6/4, 8/4". SHARPBACK LUMBER COMPANY, Huntington, W. Va.

HARDWOODS FOR SALE

LOG RUN, pecan, 6/4, 8/4". BELLGRADE LBR. CO., Memphis, Tenn.

COM. & BTR., 6/4, 8/4, 10/4, 12/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

COM. & BTR., 8/4". BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1 C., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 6/4, 8/4, 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 6/4, 10/4", 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

LOG RUN, 6/4, 8/4"; NO. 3 C., 6/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

LOG RUN, 6/4", av. 8", 8-16", yr. dry. WILSON LUMBER CO., Elkins, W. Va.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

LOCUST

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

MAGNOLIA

NO. 1 C. & BTR., 4/4", dry. MAISEY & DION, Chicago, Ill.

NO. 1 & 2 C., 4/4, 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COM. & BTR., 8/4, 10/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 & BTR., 4/4, 8/4, 10/4, 12/4"; NO. 3, 4/4, 5/4, 6/4, 8/4"; qtd. sawn 4/4, 5/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 12/4", 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

NO. 1 C. & SELS., 6/4, 8/4"; NO. 2 C., 6/4, 8/4"; NO. 3 C., 6/4, 8/4"; NO. 2 C. & BTR., 10/4, 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Indiana.

NO. 2 & BTR., 8/4, 10/4"; NO. 1 & 2 C., 4/4". THUNDER LAKE LBR. CO., Rhinelander, Wis.

MAPLE—SOFT

NO. 2 & BTR., 4/4" (or NO. 1 & 2), 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4 & thicker. GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

COM. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 6/4, 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 & BTR., 4/4". THUNDER LAKE LBR. CO., Rhinelander, Wis.

NO. 2 C., 6/4, 8/4", av. 8", 8-16", yr. dry. WILSON LUMBER CO., Elkins, W. Va.

LOG RUN, 6/4, 8/4". SHARP-NACK LUMBER COMPANY, Huntington, W. Va.

OAK—PLAIN RED

NO. 1 C. & BTR., 5/8, 4/4". BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

FAS, 3/8, 1/2", reg. wdths. & lgths.; NO. 1 C., 8/4", reg. wdths. & lgths. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C., 1/2". PANOLA LBR. MFG. CO., Memphis, Tenn.

NO. 1 & 2, 5/4", av. 10", 8-16"; 5 mos. dry; NO. 1 C., 5/4", av. 10", 8-16", 8 mos. dry. WILSON LBR. CO., Elkins, W. Va.

FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C., 5/8, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". SHARP-NACK LUMBER CO., Huntington, W. Va.

OAK—QUARTERED RED

NO. 1 C. & FAS, 4/4", 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4, 5/4"; NO. 1 C., 4/4, 5/4, 6/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4", 10" & up, reg. lgths., dry; FAS, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

COM. & BTR., 4/4, 8/4", 10/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

BRIDGE PLANK, 8/4". KELLOGG LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 5/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 & 2, 5/4", av. 10", 8-16", 5 mos. dry; NO. 1 C., 5/4", av. 10", 8-16", 8 mos. dry. WILSON LUMBER CO., Elkins, W. Va.

FAS, 5/8, 4/4, 6/4"; NO. 1 C., 4/4, 5/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., Louisville, Ky.

OAK—QUARTERED WHITE

NO. 1 C., 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 3/8", reg. wdths. & lgths.; NO. 1 C., 3/8, 1/2, 5/8, 3/4", reg. wdths. & lgths.; NO. 2 C., 5/8, 3/4, 4/4", reg. wdths. & lgths. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

CLEAR STRIPS, 4/4-3", 4" & 5"; COM. & BTR., 4/4", 1 1/2-2 1/2"; COM., 4/4", 1 1/2-2 1/2". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, 5/8, 3/4", 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 5/8, 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 3 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 & BTR., pl. & qtd., 4/4-10/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

POPLAR

COM. & BTR., 4/4, 6/4, 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

ALL GRADES, 4/4" to 16/4". BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 2 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4 & 10/4". KING MILL & LBR. CO., Paducah, Ky.

FAS, SAPS & SELS., NO. 1 C. & NO. 2 C., 8/4", Tenn. stock; NO. 2 A. & B. COM., 50% each grade, 4/4, soft texture, Tenn.; NO. 1 C., 4/4, 8/4". LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/8, 4/4. MAISEY & DION, Chicago, Ill.

NO. 2 B. COM. & BTR., 4/4, 5/4, 6/4 & 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, 4/4, 8/4"; SAPS & SELS., 4/4"; NO. 1 C., 5/8"; NO. 1 C., 4/4", 10" & wider. WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, SAP, 5/8, 4/4", reg. wdths. & lgths., dry; NO. 2 A. & B. C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

NO. 2 & 3, 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & FAS, qtd., 5/8, 4/4, 5/4", 6 mos. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

NO. 2 C. & BTR., 25% FAS, 50% NO. 1 C. & SEL., 25% NO. 2 C., 4/4", Tenn.; NO. 3 C. & BTR., 4/4". LOUISIANA RED CYPRESS CO., Memphis, Tenn.

LOG RUN, 6/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

WALNUT

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, SEL., NO. 1 C., NO. 2 C., all 4/4, 5/4, 6/4, 8/4", nice wdths. & lgths., dry steamed. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS, 1/2, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4; SELS., 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

WILLOW

NO. 3 C. & BTR., 4/4". LOUISIANA RED CYPRESS CO., Memphis, Tenn.

DIMENSION STOCK

OAK

W. & R. CLEAR, 1 1/2x1 1/2—19, 2x2—30. C. B. COLBORN, Memphis, Tenn.

ASH

CLEAR, 2 1/2x2 1/2x—30. C. B. COLBORN, Memphis, Tenn.

GUM—SAP

CLEAR, 2x2—30, 2 1/2x2 1/2—30. C. B. COLBORN, Memphis, Tenn.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

HARDWOODS FOR SALE

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 4-36", 50-92"; **SHEET STOCK**, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13' long x 6" & up, 1/24" thickness; **FLITCH STOCK**, sawed qtd., fig. 6-16' long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3-16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

MAHOGANY

SHEET STOCK, sliced, 1/16, 6-20, 10-16'. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SLICED, 1/28; **SAWED**, 1/8. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; **LOG RUN**, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; **SHEET STOCK**, red, 1/20", 6-36", 38-86"; **SHEET STOCK**, white, 1/8", 6-36", 44-98"; **SHEET STOCK**, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; **FLITCH STOCK**, white, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thickness; **SHEET STOCK**, red, rotary cut, pl. 48-98" long x 6-36" wide, 1/20-1/8"; **FLITCH STOCK**, red, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, red, 1/20, 6-22, 49"; **SHEET STOCK**, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; **ROTARY CUT**, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

SHEET STOCK, plain white, 1/20 and 1/16, 8/30" wide, 4-10' long. WILLIAMSON VENEER CO., Mills, Baltimore, Md. Sales Branches, 28 E. Jackson, Chicago, Ill.; 41st & 6th Ave., New York, N. Y.; High Point, N. C.; Jamestown, N. Y.

QUARTER SAWN. WOOD-MOSAIC CO., INC. CHICAGO, ILL.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; **LOG RUN**, 1/16", 6-36", 38-98"; **SHEET STOCK**, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SEAT STOCK, 1/8". R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; **FLITCH STOCK**, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; **ROTARY CUT**, 1/16", 6-48" wide, 55-96" long; **ROTARY CUT**, 1/8", 6-36" wide, 66-96" long; **ROTARY CUT**, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

SPRUCE

SHEET STOCK, rotary cut, 3/16, 12-37, 50-74. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

WALNUT

SHEET STOCK, sliced, 1/28", 6-12. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill. 1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; **SAWN**, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

CROSS BANDING AND BACKING

BIRCH

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, "A" 13/16, 144x28&42. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

PANELS AND TOPS

ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4", G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

BIRCH

THREE PLY, drawer bottoms; also THREE PLY door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE & FIVE PLY, 1/4, 5/16, 3/8, stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY, 1/4", G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

FIR

DRAWER BOTTOMS, THREE PLY; also DOOR PANELS; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4, 3/8, stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

GUM

THREE PLY, drawer bottoms, sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 5/16", G1S, stock sizes; THREE PLY, qtd. red, 1/4", G1S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

"A" GRADE, figured, all thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

THREE & FIVE PLY, 1/4, 3/8, stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8", G2S, stock sizes; THREE PLY, qtd. white, 1/4", G1S, G2S, stock sizes. E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

"A" GRADE, all sizes & thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

YELLOW PINE

THREE PLY, door panels; sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

E. V. KNIGHT PLYWOOD SALES CO., New Albany, Ind.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

FOR ANYTHING IN OAK WRITE THE FIRMS ON THIS PAGE

(*See page 23)

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write

American Column & Lbr. Co.
Brunson Building Columbus, Ohio

(*See pages 11-67)

Anderson-Tully Co.

Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Babcock Lumber Company
Pittsburgh, Pa.

Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 66)

3 1/4 to 6 1/4 Sound Wormy Oak

Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, OHIO

OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak

These are a few of the many species of oak in commercial use

(*See page 10)

J. H. Bonner & Sons

Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

W. M. Ritter Lumber Company
Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

(*See page —)

W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

Farris Hardwood Lumber Co.
NASHVILLE, TENN.

Quartered and Plain Red and White Oak. All
Tennessee Stock, Oak and Beech Flooring.

EAKIN LUMBER COMPANY

Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY

BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 10)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 46)

Veneers and Hardwood Lumber

Hoffman Brothers Company

Manufacturer Ft. Wayne, Ind.

J. M. Jones Lumber Company

Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber

C. & W. Kramer Company

Richmond, Indiana

(*See page 33)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwood
Kansas City, Missouri

(*See page —)

Long-Knight Lumber Co.

Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company

Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills

R. MANKIN & COMPANY

HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C—

Triple Band of

The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 11)

QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, Memphis TENNESSEE

(*See page 68)

Miller Lumber Company

Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 57)

Manufacturers of Hardwood Lumber and Flooring

The Mowbray & Robinson Company
Cincinnati, Ohio

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

(*See page 9)

Pritchard-Wheeler Lumber Co.

Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company

Manufacturers of Hardwood Lumber
Nashville, Tenn.

THE DEMAND FOR OAK FLOORING IS
ONE OF THE PRESENT MAINSTAYS OF
THE HARDWOOD INDUSTRY

(*See page 65)

Salt Lick Lumber Company

Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company

TEXARKANA, TEXAS

Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page —)

We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak.

SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

A. B. C—

15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Techudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

(*See page 31)

Fine Veneers and Hardwood Lumber

Wood-Mosaic Company, Inc.

Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company

33 Rector Street, New York City
Manufacturer

SALT LICK LUMBER COMPANY

Salt Lick, Kentucky

Manufacturers

of **Eureka**
WHITE AND RED

OAK

Complete stock of
3/8" and 1 1/8"
in all
standard widths

FLOORING

FOR PROMPT SHIPMENT

MAPLE

1x6" up No. 1 C. & B. 12,000'
1x10" up No. 1 C. & B. 13,000'
6/4x6" up No. 1 C. & B. 15,000'
8/1x6" up No. 1 C. & B. 50,000'
4 1/4" No. 3 Common 800,000'
6/4" No. 3 Common 200,000'
4/4" FAS 10,000'
4/4" No. 2 C. & B. 200,000'

BIRCH

4/4" No. 2 C. & B. 15,000'
8/4" No. 2 C. & B. 2,000'
4/4" No. 2 Common 70,000'

BEECH

5/8" No. 2 C. & B. 50,000'
4/4" No. 2 C. & B. 100,000'
4/4" No. 2 Common 100,000'
6/1" No. 2 C. & B. 100,000'

SOFT ELM ALL THICKNESSES

EAST JORDAN LUMBER CO.
EAST JORDAN, MICHIGAN

Keep Free All Quick Assets

Borrow \$100,000 Upwards

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MANUFACTURERS OF HIGH GRADE
Southern Hardwoods

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Band MillLouise, Mississippi

Branch Office. Indianapolis, Indiana

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK		PLAIN MIXED OAK	
1 1/4" 1s & 2s.....	1 car	3/4" No. 2 Common.....	1 car
1 1/4" No. 1 Common.....	3 cars	3/4" Sound Wormy.....	2 cars
1 1/4" No. 1 Common.....	1 car	4/4" Sound Wormy.....	5 cars
		5/4" Sound Wormy.....	3 cars
QUARTERED RED OAK		QUARTERED RED GUM	
1 1/4" 1s & 2s.....	2 cars	1/4" to 3/4" No. 1 Common & Btr.	
PLAIN RED OAK		PLAIN RED GUM	
1 1/4" No. 1 Com. & Btr.....	1 car	4/4" No. 1 Com. & Btr.....	5 cars
1 1/4" No. 1 Com. & Btr.....	4 cars	QUARTERED SAP GUM	
1 1/4" No. 2 Com. & Btr.....	5 cars	5/4" to 8/4" FAS & No. 1 Common	
1 1/4" No. 2 Com. & Btr.....	4 cars	COTTONWOOD	
10/4" No. 2 Com. & Btr.....	2 cars	4/4" No. 1 Com. & Btr.....	6 cars
HICKORY		ELM	
1 1/4" No. 2 Com. & Btr.....	2 cars	6/4" to 12/4" No. 2 Com. & Btr.	
10/4" No. 2 Com. & Btr.....	1 car		
1 1/4" No. 2 Common.....	1 car		

**Maisey & Dion
Hardwoods**

KILN DRIED AND AIR DRIED

OFFICE & YARDS 2349 TO 2423 So. LOOMIS ST.

TELEPHONES

CANAL 1830

CANAL 1831

CANAL 118

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood
LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

*Exporters of All Kinds of
HARDWOOD LUMBER*

Von Platen-Fox Co.

Manufacturers of

Fine Northern Basswood
Birch, Elm and Maple Lumber

FOR SALE—HARD MAPLE

1x4" Sap Strips.....	32,000'	10/4" No. 1 Common.....	50,000'
5/4" No. 1 Common.....	200,000'	12/4" No. 1 & Better.....	100,000'
6/4" No. 2 Common.....	100,000'	12/4" No. 1 Common.....	25,000'

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Building

CHICAGO OFFICE
1329 Peoples Gas Building

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

- 4/4 FAS150,000'
- Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.
- 4/4 No. 1 Com. & Selects.....150,000'
- Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

- 6/4 No. 1 Com. & Bet..... 75,000'
- 5/4 No. 1 Com. & Bet..... 40,000'
- Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

- 4/4 Log RunOne Car

SOUTHERN SOFT MAPLE

- 5/4 Log Run100,000'
- (Worm holes no defect)
- 10/4 Log Run100,000'
- (Worm holes no defect)

PLAIN RED OAK

- 5/4 Common & Select.....60,000'

PLAIN SAP GUM

- 5/8 FAS150,000'

PLAIN SYCAMORE

- 5/8 No. 2 Com. & Bet.....100,000'
- 6/4 No. 1 Com. & Bet.....100,000'
- Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

- 5/4 No. 1 Com. & Bet.....150,000'
- Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

- 8/4 No. 2 Com. & Bet.....200,000'
- 6/4 No. 2 Com. & Bet.....100,000'
- 10/4 No. 2 Com. & Bet..... 20,000'
- 12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move

- 4/4 No. 1 Common200,000'
- 5/4 FAS 40,000'
- 6/4 No. 1 Com. & Bet.....100,000'
- 8/4 No. 1 Com. & Bet..... 50,000'
- All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY COMPANY
MEMPHIS, TENNESSEE



Michigan Hardwoods

Dry Stock May, 1922

BASSWOOD

1x6 FAS.....	80M
1x6½ to 11½ FAS.....	150M
1x11¼ & up FAS.....	40M
1x4 Clear.....	11M
1x5½ & up Selects.....	100M
1x7 & up No. 1 Common.....	100M
4/4 No. 2 Common.....	60M
4/4 No. 3 Common.....	20M

GRAY ELM

4/4 FAS.....	20M
1x10 & up FAS.....	40M
6/4 No. 1 Common & Better...	79M
10/4 No. 1 Common & Better...	21M

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

When in Need of
Northern Hardwoods

WRITE

STEARNS & CULVER LUMBER CO.

L'ANSE MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

WE OFFER for immediate shipment the following, thoroughly dry band sawn Yellow Cypress:

CYPRESS

4-4" No. 1 Com., 6-12"	200,000'
4-4" No. 1 Com., 3-7"	200,000'
4-4" No. 1 Com., Reg	100,000'
4-4" No. 2 Com., 8-12"	200,000'
4-4" No. 2 Com., 3-7"	100,000'
4-4" Pecky	100,000'

We are equipped to resaw and dress the above stock.

MILLER
Lumber Company
MARIANNA, ARKANSAS



Aardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, JUNE 25, 1922

Subscription \$2
Vol. LIII, No. 5

WHITE ASH



DUDLEY LUMBER CO.

INCORPORATED

MEMPHIS; NEW ORLEANS

ESTABLISHED 1798

INCORPORATED 1920 -

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

**Mason-Donaldson
 Lumber Company**

RHINELANDER, WISCONSIN

Manufacturers of

Northern Hardwoods

PINE, HEMLOCK & TAMARACK

BASSWOOD		8 1/2" No. 2 C & B	150,000'
1/4" FAS	55,000'	8 1/2" No. 1 C & B	90,000'
1/2" No. 1 C & B	100,000'	10 1/2" No. 2 C & B	90,000'
1/2" No. 2 Com	90,000'	12 1/2" No. 1 C & B	19,000'
6 1/2" No. 1 Com	1 car		
SOFT ELM		1/4" No. 2 C & B	2 cars
1/4" No. 2 C & B	150,000'	8 1/2" No. 2 C & B	160,000'
1 1/2" No. 3 Com	60,000'		
8 1/2" No. 2 C & B		BIRCH	
10 1/2" No. 1 C & B	2 cars	1 1/2" No. 1 C & B	560,000'
10 1/2" No. 1 C & B	2 cars	1 1/2" No. 2 Com	100,000'
		1 1/2" No. 3 Com	200,000'
SOFT MAPLE		2 1/2" No. 1 Com	75,000'
1 1/2" No. 2 C & B	70,000'	2 1/2" No. 2 Com	160,000'
6 1/2" No. 2 C & B	51,000'	2 1/2" No. 1 Com	140,000'
		6 1/2" No. 2 Com	90,000'
HARD MAPLE		6 1/2" No. 3 Com	110,000'
7 1/2" No. 3 Com	150,000'	8 1/2" No. 1 Com	1 car
6 1/2" Nos. 1 & 2 C	100,000'	1 1/2" No. 2 C & B	2 cars
6 1/2" No. 1 Com	75,000'	12 1/2" No. 1 C & B	90,000'

MODERN PLANING MILL IN CONNECTION
YOUR INQUIRIES SOLICITED

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

BASSWOOD

1x4" 4 to 16' Clear	50 M
1x5" 4 to 16' Clear	60 M
1x6" & Wdr. 8 to 16' FAS.	175 M
1x11" & Wdr. 8 to 16' Box Boards	100 M
1x4" & Wdr. 4 to 16' No. 1 Common	300 M
1x4" & Wdr. 4 to 16' No. 2 Common	225 M
5/4x6" & Wdr. 8 to 16' FAS.	175 M
5/4x4" & Wdr. 4 to 16' Select White Piano Key Stock	150 M
5/4x4" & Wdr. 4 to 16' No. 1 Common	400 M
5/4x4" & Wdr. 4 to 16' No. 2 Common	75 M
6/4x6" & Wdr. 8 to 16' FAS.	90 M
6/4x4" & Wdr. 4 to 16' No. 1 Common	225 M
6/4x4" & Wdr. 4 to 16' No. 2 Common	175 M
8/4x6" & Wdr. 8 to 16' FAS.	90 M
8/4x4" & Wdr. 4 to 16' No. 1	175 M
8/4x4" & Wdr. 4 to 16' No. 2	115 M
10/4" & Wdr. 4 to 16' No. 2 & Better	85 M
12/4" & Wdr. 4 to 16' No. 2 & Better	65 M
14/4" & Wdr. 4 to 16' No. 2 & Better	45 M
16/4" & Wdr. 4 to 16' No. 2 & Better	20 M

We specialize in thin Basswood for trunk and other purposes, supplying
stock S1 or 2S to 1/8, 3/16, 1/4, 5/16, 3/8, 7/16, 1/2, etc.

SAWYER GOODMAN

COMPANY

MARINETTE, WIS.

MANUFACTURERS



Buy and sell Hardwoods in Buffalo
 where 60 to 70,000,000 feet are carried at
 all times. Shipments can move quickly to
 and from Buffalo by rail, lake or barge canal

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods
 Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY
NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.
HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
 Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER
HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.
ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.
 Our Specialty: **QUARTERED WHITE OAK**

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Pine & Qld. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres.

M. M. Wall, Treas.

T. H. Wall, Vice-Pres.

We Specialize in **WHITE ASH, OAK and MAPLE**

940 SENECA STREET

YEAGER LUMBER CO., Inc.
EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT

1333 CLINTON STREET

LOUISVILLE—The Hardwood Gateway of the South

W. P. Brown & Sons Lumber Company

INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUIN, ALABAMA
BRASFIELD, ARKANSAS

EIGHT BAND MILLS

ALLPORT, ARKANSAS
FURTH, ARKANSAS
MACON, GEORGIA

HARDWOODS

OAK, POPLAR, ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

Norman Lumber Co.

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

"The Eyes of the World"

Were on the great Commonwealth
of Kentucky this month for the
great classic The Kentucky Derby

To the same extent that this event stands out and that
Kentucky excels in the appreciation of good horse flesh,
does our lumber stand out in quality and excel in the
satisfaction of our customers and to the same extent do
we appreciate your inquiries and orders.

R. R. May Hardwood Co.

1520 SOUTH SIXTH STREET

When in Need of Northern Hardwoods

WRITE

STEARNS & CULVER LUMBER CO.

L'ANSE MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

Michigan Hardwoods

Dry Stock May, 1922

BASSWOOD

1x6 FAS.....	80M
1x6½ to 11½ FAS.....	150M
1x11¾ & up FAS.....	40M
1x4 Clear.....	11M
1x5½ & up Selects.....	100M
1x7 & up No. 1 Common.....	100M
4/4 No. 2 Common.....	60M
4/4 No. 3 Common.....	20M

GRAY ELM

4/4 FAS.....	20M
1x10 & up FAS.....	40M
6/4 No. 1 Common & Better...	79M
10/4 No. 1 Common & Better...	21M

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN



THICK BIRCH

Anything in northern hardwoods, pine and hemlock. Look over the following specials.

SOFT ELM

4/4	No. 2 Com. & Bet.....	2 cars
8/4	No. 1 Com. & Bet.....	4 cars
10/4	No. 1 Com. & Bet.....	3 cars

HARD MAPLE

8/4	No. 2 Com. & Bet.....	4 cars
10/4	No. 2 Com. & Bet.....	2 cars
12/4	No. 1 Com. & Bet.....	2 cars

BIRCH

4/4	No. 2 Com. & Bet.....	3 cars
5/4	No. 2 Com. & Bet.....	2 cars
8/4	Selects & Better.....	2 cars
12/4	No. 1 & Better.....	2 cars

Our pine runs to exceptionally good widths and lengths, is thoroughly dry. Can be milled.

OUR thoroughly assorted stock of birch 4/4" and up is thoroughly seasoned and well assorted for widths and lengths. As one means of eliminating lumber worries for 1922, get in touch with our organization. A 100,000,000 feet annual capacity, complete planing mill facilities and unusual arrangements for cutting special stock in hardwood and hemlock make a strong combination for any buyer.



buy from fish

BRANCH OFFICE: CHICAGO

CHARLES W. FISH LUMBER CO., ELCHO, WIS.


MEMPHIS

TENNESSEE  U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER  VENEERS

MEMPHIS

PLAIN SAP GUM

1 1/2" No. 2 Com. & Btr.	75,000'
1 1/2" FAS. & Btr. 1 1/2" up	15,000'
1 1/2" No. 1 Com. & Btr.	28,000'
1 1/2" No. 2 Com. & Btr.	72,000'
7/8" FAS. 1 1/2" up	2,000'
7/8" FAS.	7,000'
8/4" FAS.	70,000'
8/4" No. 2 Common	56,000'

QUARTERED SAP GUM

1 1/2" No. 1 Com. & Btr.	16,000'
7/8" No. 1 Com. & Btr.	95,000'
8/4" FAS.	125,000'
8/4" No. 1 Common	20,000'

QUARTERED RED GUM

1 1/2" No. 1 Com. & Btr.	15,000'
1 1/2" No. 1 Com. & Btr.	30,600'

PLAIN RED GUM

1 1/2" FAS.	11,000'
1 1/2" No. 1 Common	4,000'
8/4" No. 1 Com. & Btr.	31,000'

PLAIN BLACK GUM

1 1/2" No. 1 Com. & Btr.	8,000'
8/4" No. 1 Com. & Btr.	49,000'

QUARTERED BLACK GUM

8/4" No. 1 Com. & Btr.	25,000'
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ASH

7/4" No. 1 Com. & Btr.	9,000'
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ELM

4 1/2" No. 2 Com. & Btr.	12,000'
12 1/4" No. 2 Com. & Btr.	5,500'

COTTONWOOD

1 1/2" No. 2 Com. & Btr.	5,000'
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Ferguson & Palmer Company

SAP GUM

(60% 14-16')

5/8" FAS. 12", 3 mo.	200,000'
(40% 14-16')	
5/8" No. 1 C. 8", 3 mo.	200,000'
5/8" No. 2 C. 8", 3 mo.	100,000'
4 1/2" No. 1 C. 8", 6 mo.	27,000'
5/4" No. 1 C. 8", 6 mo.	83,000'
6/4" No. 1 C. 8", 6 mo.	50,000'
8/4" No. 1 C. 8", 6 mo.	100,000'

QUARTERED RED GUM

(50% 14-16')

4/4" No. 1 C. 7 1/2", 4 mo.	100,000'
5/4" FAS. 8", 4 mo.	100,000'
8/4" No. 1 C. 8", 4 mo.	200,000'

QUARTERED GUM, SND.

(50% 14-16')

4/4" FAS. 7 1/2", 4 mo.	50,000'
4/4" No. 1 C. 7 1/2", 4 mo.	29,000'
5 1/4" FAS. 8", 6 mo.	13,000'
5/4" No. 1 C. 8", 6 mo.	20,000'
8/4" FAS. 8", 6 mo.	100,000'
8/4" No. 1 C. 8", 6 mo.	83,000'
PLAIN WHITE OAK	
(50% 14-16')	
5/4" FAS. 10", 6 mo.	58,000'
5/4" No. 1 C. 10", 6 mo.	100,000'
PLAIN RED OAK	
(50% 14-16')	
5/4" FAS. 10", 6 mo.	58,000'
5/4" No. 1 C. 10", 6 mo.	130,000'
6/4" FAS. 10", 6 mo.	32,000'

Chicago Lumber & Coal Co.

824 Arcade Bldg., St. Louis, Mo.

CHICAGO OFFICE.....Marquette Building
DETROIT OFFICE.....Book Building

ASH

5/4" No. 1 Com., dry....	1 car
5/4" No. 2 Com., dry....	1 car
QTD. RED GUM, S. N. D.	
4/4" FAS. 3 mo. dry....	2 cars
4 1/2" No. 1 C. 3 mo. dry.	3 cars
8/4" FAS. 6 mo. dry....	4 cars
8/4" No. 1 C. 6 mo. dry.	4 cars
10/4" FAS. 6 mo. dry....	2 cars
10/4" No. 1 C. 6 mo. dry	2 cars

PLAIN SAP GUM

6/8" FAS. dry	6,000'
5/8" No. 1 C. dry	20,000'

QUARTERED RED GUM

4/4" FAS. 3 mo. dry....	1 car
4/4" No. 1 C. 3 mo. dry.	3 cars

QTD. FIG GUM

4/4" FAS. 2 mos. dry....	4,000'
4/4" No. 1 C. 2 mo. dry.	5,000'

QUARTERED RED GUM

6/4" FAS. dry	4,000'
6/4" No. 1 Com., dry....	7,000'

8/4" FAS. 3 mo. dry.... 1 car

QUARTERED WHITE OAK

4/4" FAS. 2 mos. dry....	9,000'
4/4" No. 1 Com., dry....	100,000'
4 1/2" No. 2 Com., dry....	50,000'

5/4" FAS. dry

5/4" No. 1 Com., dry....	60,000'
5/4" No. 2 Com., dry....	30,000'

PLAIN WHITE OAK

4/4" FAS. dry	7,000'
5/4" No. 1 Com., dry....	20,000'
5/4" No. 2 Com., dry....	15,000'

QUARTERED RED OAK

5/4" No. 1 Com., dry....	20,000'
5/4" No. 2 Com., dry....	5,000'

PLAIN RED OAK

3/4" FAS. dry	4,000'
3/4" No. 1 Com., dry....	40,000'
3/4" No. 2 Com., dry....	20,000'
4/4" FAS. dry	15,000'
5/4" No. 1 Com., dry....	20,000'

RUSH LUMBER CO.

THOMPSON & DE FENELON

*Quality
Hardwood Lumber*

**Mixed Cars Our Specialty
Kiln Dried or Air Dried**

ALSO SURFACE AND RESAW

Office and Yard Mills
Memphis, Tenn. Louisiana and Arkansas

Firm Textured Southern White Ash

SPECIAL

1 1/2" No. 1 Com. & Btr. 2 cars	
1 1/2" No. 2 Com. & Btr. 2 cars	
1 1/2" No. 3 Com. & Btr. 1 car	
1 1/2" No. 4 Com. & Btr. 1 car	
1 1/2" No. 5 Com. & Btr. 1 car	
1 1/2" No. 6 Com. & Btr. 1 car	

WIDE STOCK

1" to 2", 10" and up Sel. & Btr.	5 cars
1" to 5", 12" and up Sel. & Btr.	7 cars

COTTONWOOD

1 1/2" No. 1 Com. & Btr.	7 cars
1 1/2" No. 2 Com. & Btr.	7 cars

REGULAR

1 1/2" No. 1 Com. & Btr. 15 cars	
1 1/2" No. 2 Com. & Btr. 15 cars	
1 1/2" No. 3 Com. & Btr. 15 cars	
1 1/2" No. 4 Com. & Btr. 15 cars	
1 1/2" No. 5 Com. & Btr. 15 cars	
1 1/2" No. 6 Com. & Btr. 15 cars	

CYPRESS

1" Nos. 1 and 2 Com.	2 cars
2" Nos. 1 and 2 Com.	2 cars

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

Ready for Prompt Shipment

4/4 1st & 2nd Genuine Tupelo.....	5 cars
4/4 No. 1 Common Genuine Tupelo.....	5 cars
4/4 6 to 12" 1st & 2nd Cottonwood.....	3 cars
4/4 13" and wider 1st & 2nd Cottonwood.....	3 cars
8/4 Select Yellow Cypress.....	3 cars
6/4 Log Run Beech.....	1 car
6/4 Log Run Sycamore.....	1 car
6/4 Log Run Soft Maple.....	1 car

Delivered prices on these, or any other items of Southern Hardwoods or Cypress, submitted on request.

Baker-Matthews Lumber Co.

QTD. RED GUM, SND.

5/4" 1st & 2nd	13,000'
5/4" Com. & Btr.	13,000'
8/4" Com. & Btr.	50,000'

PLAIN SAP GUM

4/4" No. 1 Com. & Sel.	15,000'
1 1/2" No. 2 Common	30,000'
4/4" No. 3 Common	30,000'
5/4" No. 1 Com. & Sel.	50,000'
1 1/2" Com. & Btr.	33,000'

PLAIN RED GUM

4/4" No. 1 Com. & Sel.	25,000'
5/4" No. 1 Com. & Btr.	15,000'
6/4" No. 2 Common	100,000'

QUARTERED RED GUM

4/4" No. 1 Com. & Sel.	15,000'
5/4" No. 1 Com. & Sel.	25,000'

6/4" 1st & 2nd

6/4" No. 1 Com. & Sel.	100,000'
------------------------	----------

QUARTERED RED OAK

4/4" Com. & Btr.	30,000'
4/4" No. 2 Common	35,000'

PLAIN WHITE OAK

3 1/4" 1st & 2nd	15,000'
4/4" No. 1 Com. & Sel.	15,000'
4/4" 1st & 2nd	50,000'
5/4" 1st & 2nd	12,000'
5 1/4" No. 1 Com. & Sel.	35,000'
8/4" Log Run	15,000'

QUARTERED WHITE OAK

4/4" 1st & 2nd	40,000'
4/4" No. 2 Common	50,000'
4/4" C. & B. Strips	30,000'
6/4" No. 1 & 2 Com.	35,000'
8/4" No. 1 & 2 Com.	14,000'

Geo. C. Brown & Co.

PLAIN WHITE OAK

5/8" Sel. & Btr.	15,000'
6 1/2" No. 2 Common	20,000'

PLAIN RED OAK

6 1/2" 1st & 2nd	3,000'
6/4" No. 1 & No. 2 Com.	140,000'

PLAIN MIXED OAK

4/4" Sound Wormy	25,000'
4/4" No. 3 Common	50,000'
6 1/2" Sound Wormy	70,000'
6/4" No. 3 Common	50,000'

QUARTERED RED GUM

8 1/2" 1st & 2nd	15,000'
4/4" No. 1 Com. & Btr.	12,000'
1 1/2" No. 1 Com. & Btr.	7,000'

PLAIN RED GUM

5/8" No. 1 Com. & Btr.	30,000'
4/4" No. 2 Common	15,000'

CYPRESS

1 1/2" No. 1 Shop	20,000'
4/4" No. 1 & No. 2 Com.	130,000'
5/4" No. 1 & FAS.	35,000'
8/4" No. 1 & No. 2 Dim.	50,000'

PLAIN SAP GUM

5/8" No. 2 Com. & Btr.	61,000'
4/4" No. 2 Common	100,000'
6/4" No. 1 Com. & Btr.	62,000'
8/4" No. 2 Common	20,000'

COTTONWOOD

5/8" No. 2 Common	100,000'
4/4" Box Bds., 9-12"	100,000'
4/4" Box Bds., 13-17"	50,000'
4/4" 1st & 2nd	50,000'
4/4" No. 1 & No. 2 Com.	37,000'
5/4" 1st & 2nd	33,000'
8 1/2" Dog Bds.	100,000'

WHITE ASH

4/4" No. 1 Com. & Btr.	11,000'
5 1/4" No. 2 & No. 3 Com.	30,000'
8/4" Nos. 1, 2 & 3 Com.	48,000'

SOFT ELM

6/4" No. 2 & No. 2 Com.	100,000'
6/4"-8/4" Dog Bds.	50,000'

BLACK GUM

4/4" C&B. (Pl. & Qtd.)	12,000'
LOCUST	
4/4" Log Run	30,000'

Mark H. Brown Lbr. Co.

HARDWOODS

MEMPHIS

PLAIN WHITE OAK	
1/2" FAS	212,000'
3/4" FAS	260,000'
1" FAS	86,000'
5/4" FAS	133,000'
6 1/4" FAS	97,000'
1 1/4" No. 1 Common	204,000'
1 1/4" No. 2 Common	82,000'
5 1/4" No. 2 Common	92,000'
4 1/4" No. 2 Common	92,000'
PLAIN RED OAK	
3 1/2" FAS	67,000'
1 1/2" FAS	71,000'
3 1/4" FAS	87,000'
4 1/4" FAS	82,000'
5 1/4" FAS	187,000'
5 1/4" No. 2 Common	173,000'
4 1/4" No. 2 Common	53,000'

Panola Lumber & Mfg. Co.

Bank of Commerce Bldg., Memphis, Tenn.

QUARTERED WHITE OAK	
4 1/4" FAS	28,000'
1 1/4" No. 1 Common	46,000'
4 1/4" No. 2 Common	45,000'
5 1/4" FAS	14,000'
1 1/4" No. 1 Common	20,000'
6 1/4" FAS	11,000'
6 1/4" No. 1 Common	16,000'
8 1/4" FAS	4,000'
8 1/4" No. 1 Common	24,000'
QUARTERED RED OAK	
4 1/4" FAS	16,000'
4 1/4" No. 1 Common	38,000'
PLAIN RED OAK	
3 1/4" FAS	35,000'
4 1/4" Com. & Btr.	48,000'
4 1/4" Sound Wormy	65,000'
5 1/4" Com. & Btr.	44,000'
8 1/4" No. 1 Common	11,000'
SYCAMORE	
4 1/4" Log Run	35,000'
6 1/4" Log Run	20,000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECHWe Specialize in QUARTERED
WHITE OAK AND POPLAR

COTTONWOOD	
4 1/4" BB., 9-12", 8 mo.	2 cars
4 1/4" BB., 13-17", 8 mo.	2 cars
4 1/4" FAS, 6-12", 8 mo.	3 cars
4 1/4" No. 1 Com., 8 mo.	4 cars
5 1/4" FAS, 8 mo.	4 cars
5 1/4" No. 1 Com., 8 mo.	5 cars
PLAIN RED GUM	
4 1/4" No. 1 Com., 6 mo.	1 car
5 1/4" No. 1 Com., 6 mo.	2 cars
QUARTERED RED GUM	
6 1/4" No. 1 Com., 6 mo.	1 car
8 1/4" Com. & Btr., 6 mo.	3 cars
PLAIN SAP GUM	
4 1/4" FAS, 10 mo.	3 cars
4 1/4" No. 1 Com., 10 mo.	3 cars
4 1/4" No. 2 Com., 10 mo.	3 cars
5 1/4" FAS, 12 mo.	3 cars
6 1/4" FAS, 12 mo.	1 car
6 1/4" No. 1 Com., 12 mo.	5 cars

Johnson Bros. Hdwd. Co.

RED AND WHITE OAK	
1 1/4" Snd. Wormy	73,000'
5 1/8" No. 3 Common	184,000'
1 1/4" No. 1 Common	313,000'
QUARTERED WHITE OAK	
3 1/2" FAS	26,000'
4 1/4" FAS	203,000'
6 1/4" FAS	71,000'
5 1/8" No. 1 Common	87,000'
1 1/4" No. 1 Common	137,000'
6 1/4" No. 1 Common	67,000'
8 1/4" No. 1 Common	81,000'
4 1/4" No. 2 Common	85,000'
4 1/4" Cl. Stps., 3 to 5 1/2"	113,000'
QUARTERED RED GUM	
4 1/4" FAS	60,000'
4 1/4" No. 1 Common	102,000'
PLAIN RED GUM	
5 1/8" FAS	71,000'
4 1/4" FAS	109,000'
1 1/4" No. 1 Common	101,000'
PLAIN SAP GUM	
5 1/8" FAS	96,000'

10 1/4" Log Run	85,000'
ELM	
12 1/4" Log Run	108,000'
10 1/4" Log Run	84,000'
5 1/4" Log Run	50,000'
4 1/4" Log Run	24,000'
MAPLE	
10 1/4" Log Run	65,000'
8 1/4" Log Run	30,000'
4 1/4" Log Run	20,000'
ASH	
16 1/4" Com. & Btr.	30,000'
12 1/4" Com. & Btr.	92,000'
10 1/4" Com. & Btr.	80,000'
8 1/4" Com. & Btr.	73,000'
8 1/4" No. 2 Common	14,000'
6 1/4" Com. & Btr.	25,000'
6 1/4" No. 2 Common	15,000'
5 1/4" No. 1 & No. 2 Com.	33,000'
4 1/4" No. 1 Common	38,000'
4 1/4" No. 2 Common	45,000'
4 1/4" No. 3 Common	17,000'

PLAIN WHITE OAK	
4 1/4" FAS	110,000'
4 1/4" No. 1 Common	352,000'
4 1/4" No. 2 Common	104,000'
5 1/4" No. 1 Com. & Btr.	127,000'
PLAIN RED OAK	
1 1/4" FAS	25,000'
4 1/4" No. 1 Common	26,000'
MIXED OAK	
1 1/4" No. 1 Common	207,000'
QUARTERED RED GUM	
7 1/4" FAS	18,000'
8 1/4" FAS	123,000'
5 1/4" No. 1 Common	162,000'
8 1/4" No. 1 Common	72,000'
PLAIN RED GUM	
5 1/8" FAS	27,000'
5 1/8" No. 1 Common	27,000'
1 1/4" No. 1 Common	177,000'
4 1/4" No. 2 Common	52,000'
PLAIN SAP GUM	
5 1/8" FAS	26,000'
4 1/4" FAS, 9-12" Exbds.	93,000'

4 1/4" FAS, 13-17" Exbds.	58,000'
3 1/4" No. 1 Common	46,000'
4 1/4" No. 1 Common	167,000'
5 1/4" No. 1 Common	27,000'
1 1/4" No. 2 Common	124,000'
5 1/4" No. 2 Common	213,000'
6 1/4" No. 2 Common	41,000'
8 1/4" No. 2 Common	27,000'
4 1/4" No. 3 Common	31,000'
QUARTERED SAP GUM	
4 1/4" FAS	26,000'
5 1/4" FAS	95,000'
6 1/4" FAS	92,000'
ELM	
5 1/8" Nos. 2 & 3 Com.	12,000'
ASH	
10 1/4" FAS	19,000'
4 1/4" Log Run	55,000'
CYPRESS	
4 1/4" Log Run	101,000'

Kellogg Lumber Co.

ASH	
4 1/4" Log Run	91,000'
8 1/4" Log Run	71,000'
19 1/4" Log Run	142,000'
12 1/4" Log Run	39,000'
4 1/4" No. 2 Common	118,000'
QUARTERED WHITE OAK	
1 1/2" FAS	12,000'
3 1/4" FAS	11,000'
4 1/4" FAS	20,000'
1 1/2" No. 1 Common	21,000'
3 1/4" No. 1 Common	37,000'
4 1/4" No. 1 Common	175,000'
5 1/4" No. 1 Common	15,000'
6 1/4" No. 1 Common	18,000'
8 1/4" No. 1 Common	29,000'
QUARTERED RED OAK	
1 1/4" FAS	30,000'

3 1/4" No. 1 Common	13,000'
4 1/4" No. 1 Common	126,000'
PLAIN WHITE OAK	
8 1/4" FAS	21,000'
4 1/4" FAS	17,000'
4 1/4" No. 1 Common	22,000'
8 1/4" No. 1 Common	136,000'
PLAIN RED OAK	
3 1/4" FAS	18,000'
1 1/4" FAS	22,000'
8 1/4" FAS	12,000'
1 1/4" No. 1 & No. 2 C.	116,000'
1 1/4" No. 1 Common	132,000'
1 1/4" No. 1 Common	50,000'
6 1/4" No. 1 Common	22,000'
4 1/4" No. 2 Common	116,000'
6 1/4" No. 2 Common	17,000'

Stimson Veneer & Lbr. Co.
INCORPORATED

Regular Widths and Lengths, Dry

COTTONWOOD	
4 1/4" Com. & Btr., 6 mo.	1 car
RED GUM	
5 1/8" Com. & Btr., 6 mo.	1 car
4 1/4" 1s & 2s, 6 mo.	1 car
4 1/4" No. 1 Com., 6 mo.	5 cars
SAP GUM	
5 1/8" 1s & 2s, 4 mo.	4 cars
5 1/8" No. 1 Com., 4 mo.	2 cars
4 1/4" 1s & 2s, 4 mo.	1 car
4 1/4" No. 1 Com., 4 mo.	2 cars
QTD. RED GUM	
8 1/4" 1s & 2s, 6 mo.	1 car
WHITE OAK	
4 1/4" 1s & 2s, 6 mo.	2 cars
4 1/4" No. 1 Com., 6 mo.	5 cars
QTD. WHITE OAK	
4 1/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

YELLOW CYPRESS	
6 1/4" FAS	1 car
1 1/4" FAS, Snd.	1 car
6 1/4" Selects	2 cars
4 1/4" Selects	1 car
4 1/4" Shop	3 cars
6 1/4" Shop	3 cars
4 1/4" No. 1 C., Rand. Wd.	4 cars
6 1/4" No. 1 C., Rand. Wd.	2 cars
1 1/4" No. 1 C., Rand. Wd.	1 car
1 1/8" No. 1 Common	1 car
1 1/8" No. 1 Common	3 cars
1 1/8" No. 1 Common	2 cars
1 1/8" No. 1 Common	1 car
PLAIN RED GUM	
4 1/4" No. 1 Com. & Btr.	1 car
60% FAS	1 car
POPLAR	
4 1/4" No. 1 Com. & Btr.	3 cars
QUARTERED SAP GUM	
8 1/4" No. 1 Com. & Btr.	2 cars
PLAIN SAP GUM	
5 1/4" Log Run	1 car
6 1/4" Log Run	2 cars
8 1/4" Log Run	1 car
12 1/4" Log Run	1 car
MAPLE	
4 1/4" Log Run	1 car
5 1/4" Log Run	1 car
6 1/4" Log Run	1 car
8 1/4" Log Run	2 cars
10 1/4" Log Run	1 car
4 1/4" No. 1 Common	2 cars
4 1/4" FAS	1 car
PLAIN WHITE OAK	
4 1/4" No. 1 Com. & Btr.	3 cars
PLAIN RED OAK	
4 1/4" No. 1 Com. & Btr.	2 cars
ASH	
1 1/4" Log Run	1 car

Erskine Williams Lbr. Co.

HARDWOODS

MEMPHIS

QUARTERED WHITE OAK	
4/4" No. 1 Common.....	15,000'
4/4" No. 2 Common.....	15,000'
5/4" No. 1 Common.....	18,000'
4/4" No. 1 & Btr., 2" to 5 1/2" Strips.....	18,000'
PLAIN WHITE OAK	
4/4" No. 1 & Btr.....	25,000'
PLAIN RED OAK	
5/8" FAS, 12" & up.....	20,000'
5/8" No. 1 Common.....	18,000'
4/4" FAS, 12" & up.....	20,000'
4/4" FAS, 10" & up.....	9,000'
4/4" FAS.....	15,000'
4/4" Sound Wormy.....	30,000'
QUARTERED RED GUM	
4/4" FAS.....	50,000'
4/4" No. 1 Common.....	75,000'
6/4" FAS.....	8,000'

6/4" No. 1 Common.....	25,000'
8/4" FAS.....	20,000'
8/4" No. 1 Common.....	35,000'
4/1" FAS, SND.....	100,000'
4/4" No. 1 Com., SND.....	100,000'
5/4" FAS.....	20,000'
5/4" No. 1 Common.....	20,000'
6/4" No. 1 Common.....	50,000'
8/4" FAS.....	30,000'
8/4" No. 1 Common.....	30,000'
12/4" No. 1 & Btr.....	12,000'
SAP GUM	
4/4" Panel & Wide No. 1, 18" & up.....	15,000'
QUARTERED BLACK GUM	
4/4" Com. & Btr.....	30,000'
SYCAMORE	
4/4" Log Run.....	15,000'
HICKORY	
8/4" Log Run.....	5,000'
WALNUT	
4/1" Log Run.....	4,000'

The Mossman Lumber Co.

INCORPORATED

QUARTER SAWN SYCAMORE	
5/8" No. 2 Com. & Btr.....	60,000'
4/4" No. 1 Com. & Btr.....	27,000'
5/4" No. 1 Com. & Btr.....	75,000'
6/4" No. 1 Com. & Btr.....	100,000'

LOCUST	
4/4" Log Run.....	20,000'

HACKBERRY	
5/4" Log Run.....	100,000'

PLAIN SAWN SYCAMORE	
5/8" No. 1 Com. & Btr.....	100,000'
4/4" No. 1 Com. & Btr.....	80,000'
5/4" No. 2 Com. & Btr.....	200,000'
6/4" No. 1 Com. & Btr.....	150,000'
10/4" No. 2 Com. & Btr.....	75,000'

HICKORY	
8/4" Log Run.....	28,000'
8/4" Log Run.....	150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

C. B. COLBORN

SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension Lumber for Manufacturers of

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS
RAILROAD CAR AND TRACK MATERIAL

Standard sizes on hand for prompt shipment. Special items
cut to order.

Office, Dimension Mill and Yard
Belt Line Railroad at McLean Street
Postoffice Box 795

QUARTERED WHITE OAK

3/8" No. 1 Common.....	30,000'
1/4" FAS.....	30,000'
1/4" No. 1 Common.....	100,000'
4/4" No. 2 Common.....	50,000'
6/4" FAS.....	10,000'
8/4" No. 1 Common.....	30,000'
8/4" No. 1 Common.....	10,000'

PLAIN WHITE OAK

3/8" FAS.....	70,000'
1/4" FAS.....	15,000'
4/4" FAS.....	15,000'
1/4" Sound Wormy.....	50,000'
4/4" No. 3 Common.....	100,000'

PLAIN RED OAK

5/8" FAS.....	27,000'
5/8" No. 1 Common.....	52,000'
3/4" FAS.....	12,000'
4/4" No. 3 Common.....	50,000'

PLAIN SAP GUM

5/8" Com. & Btr.....	40,000'
3/4" Com. & Btr.....	60,000'
1/4" FAS.....	10,000'
4/4" No. 1 Common.....	50,000'
1/4" Box Boards.....	10,000'
5/1" FAS.....	12,000'

QUARTERED SAP GUM

1/4" Com. & Btr.....	30,000'
5/4" FAS.....	27,000'
8/4" Com. & Btr.....	30,000'

QUARTERED RED GUM

1/4" Com. & Btr.....	90,000'
7/4" Com. & Btr.....	60,000'
6/4" Com. & Btr.....	75,000'
8/4" Com. & Btr.....	90,000'

CYPRESS

4/4-8/4" Com. & Btr.....	100,000'
ASH	
4/4-16/4" Com. & Btr.....	100,000'

Brown & Hackney, Inc.

QUARTERED RED OAK

4/4" 1s & 2s.....	2 cars
4/4" No. 1 Common.....	5 cars
4/4" No. 2 Common.....	4 cars
4/4" 1s & 2s, 10" & up.....	1 car
5/4" 1s & 2s.....	2 cars
5/4" No. 1 Common.....	2 cars
5/4" No. 2 Common.....	1/2 car
6/4" No. 2 Common.....	1 car
8/4" No. 1 Common.....	1/2 car
4/4" Strips, 2-5 1/2".....	3 cars

QUARTERED WHITE OAK

5/4" No. 1 Common.....	1 car
5/4" No. 2 Common.....	1 car
6/4" No. 1 Common.....	1/3 car
6/4" No. 2 Common.....	1/3 car
8/4" No. 1 Common.....	1/2 car
4/4" No. 1 Common.....	5 cars
4/4" No. 2 Common.....	5 cars

PLAIN SAP GUM

4/4" 1s & 2s.....	3 cars
4/4" 1s & 2s, 13" & up.....	2 cars
5/4" 1s & 2s.....	1 car
5/4" 1s & 2s, 13" & up.....	2 cars
5/4" 1s & 2s, 18" & up.....	1 car
4/4" No. 1 Common.....	2 cars
5/4" No. 1 Common.....	2 cars
4/4" No. 2 Common.....	5 cars

QUARTERED RED GUM

8/4" 1s & 2s.....	1 car
8/4" No. 1 Common.....	2 cars
6/4" No. 1 Common.....	2 cars
5/4" No. 1 Common.....	2 cars
4/4" No. 1 Common.....	2 cars
4/4" 1s & 2s.....	1 car

PL. RED GUM, FIG'D WOOD

4/4" 1s & 2s.....	1 car
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QTD. RED GUM, FIG'D WOOD

8/4" 1s & 2s.....	1 car
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The Frank A. Conkling Co.

QUARTERED WHITE OAK

5/8" FAS 10-20% 10" & up.....	40,230'
5/8" No. 1 Com. & Sel.....	39,350'
4/4" FAS 10" & up.....	8,050'
4/4" FAS 6 to 9".....	26,850'
4/4" No. 1 Com. & Sel.....	96,180'
4/4" No. 2 Com.....	12,360'
5/4" FAS 8% 10" & up.....	20,575'
5/4" No. 1 Com. & Sel.....	16,337'
Fitches 3 1/2"-6", 50% 10" & wider.....	11,000'

PLAIN OAK

4/4" FAS White.....	21,890'
4/4" No. 1 Com. & Sel.....	16,000'
White.....	16,000'
4/4" FAS Red.....	32,630'
4/4" No. 1 Com. & Sel.....	37,500'
4/4" No. 2 Com. Red.....	37,800'

QUARTERED RED GUM

4/4" No. 1 Com. & Sel.....	46,980'
5/4" Com. & Btr.....	33,099'
8/4" Com. & Btr.....	41,560'
4/4" Com. & Btr.....	11,220'
5/4" Com. & Btr. Snd.....	18,537'
8/4" Com. & Btr. Snd.....	64,160'

PLAIN SAP GUM

5/8" FAS.....	25,000'
3/4" FAS.....	33,240'
3/4" No. 1 Com.....	25,820'
4/4" FAS.....	20,710'
4/4" No. 1 Com. & Sel.....	15,660'
5/4" FAS.....	37,075'
4/4" No. 2 Com.....	41,090'
8/4" FAS.....	10,640'

PLAIN RED GUM

4/4" FAS.....	31,330'
4/4" No. 1 Com. & Sel.....	35,230'
5/4" Com. & Btr.....	33,874'

Mississippi Valley Hdwd. Co.

SALES OFFICE: Memphis, Tenn. BAND MILL: Clarksdale, Miss.
Mississippi Delta Gum—The Best That Grows

PLAIN SAP GUM

5/4" No. 1 Com., 2 mo... 3 cars	
8/4" FAS, 3 mo..... 3 cars	
8/4" No. 1 Com., 3 mo... 2 cars	

QUARTERED SAP GUM

4/4" No. 1 Com., 2 mo... 3 cars	
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PLAIN RED GUM

4/4" FAS, 3 mo..... 2 cars	
4/4" No. 1 Com., 3 mo... 2 cars	

COTTONWOOD

4/4" Box Bds., 3 mo... 10 cars	
4/4" FAS..... 10 cars	

Chapman & Dewey Lbr. Co.

HARDWOODS

MEMPHIS

PLAIN SAP GUM

1 1/2" No 1 Com & Btr	6,000'
1 1/4" FAS	20,000'
5 8" No 1 Com & Btr	150,000'
5 8" No 2 Common	30,000'
3 1/4" No 1 Com & Btr	2,000'
3 1/4" No 2 Common	25,000'
4 1/4" Panel & wide No 1	24,000'
4 1/4" Boxboards, 13-17"	50,000'
4 1/4" FAS	50,000'

4 1/4" No 1 Common	50,000'
1 1/4" No 2 Common	40,000'
5 4" No 1 Com & Btr	50,000'

QUARTERED SAP GUM

1 1/4" No 1 Com. & Btr.	50,000'
6 4" No 1 Com. & Btr.	30,000'
10 4" No 1 Com. & Btr.	15,000'
12 1/4" No 1 Com. & Btr.	14,000'

PLAIN RED GUM

1 1/2" No 1 Com & Btr	25,000'
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5 8" No 1 Com & Btr.	25,000'
1 1/2" No 1 Common	50,000'
1 1/4" No 2 Common	50,000'
2 1/4" No 1 Common	15,000'
2 1/4" No 2 Common	50,000'

QUARTERED RED GUM

1 1/4" FAS	15,000'
1 1/4" No 1 Common	50,000'
5 1/4" No 1 Com & Btr	15,000'
8 1/4" FAS	30,000'
10 1/4" FAS	6,000'

PLAIN RED OAK

5 8" No 1 Com. & Btr	30,000'
1 1/4" No 1 Com & Btr	70,000'
1 1/4" No 2 Common	50,000'
1 1/4" No 1 Com & Btr	150,000'
4 1/4" No 2 Common	50,000'
5 1/4" No 1 Com & Btr	60,000'

QUARTERED RED OAK

1 1/4" FAS	18,000'
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QUARTERED WHITE OAK

4 1/4" FAS	25,000'
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QUARTERED RED GUM

1 1/4" No 1 Com & Btr 1 car

Containing approximately:

1M' FAS

5M' No 1 Com. & Sel.

(This is Mississippi Delta stock and contains some higher stock)

8 1/4" No 1 Com & Btr 1 car

Containing approximately:

1M' FAS

7M' No 1 Com. & Sel.

(This is Mississippi Delta stock and contains some higher stock)

QTD RED GUM, SND.

8 1/4" FAS 2 cars

Mississippi Delta stock

PLAIN SAP GUM

4 1/4" FAS 5 cars

4 1/4" No 2 Common 5 cars

(We can surface and resaw this stock. Add \$1.00 to the above price for surfacing and \$2.00 for resawing. If you want it with surfaced and crown add \$8.00.)

PLAIN RED AND WHITE OAK

5 1/4" No 1 Common 10,000'

FAS

No 1 Com. & Sel.

Containing approximately 16 to 15 per cent No 1 Common & Selects and 15 to 20 per cent White Oak. This is Mississippi Delta stock and is of exceptionally good widths and lengths.

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

QUARTERED WHITE OAK

3 1/4" No 2 Com. & Btr.	17,000'
5 1/4" No 2 Common	45,000'

PLAIN WHITE OAK

5 8" No 1 Common	25,000'
1 1/4" 1s & 2s	16,000'
4 1/4" No 2 Common	100,000'

PLAIN RED OAK

5 8" No 1 Com & Btr	30,000'
3 1/4" 1s & 2s	16,000'
4 1/4" No 3 Common	250,000'

QUARTERED RED GUM

4 1/4" 1s & 2s	30,000'
1 1/4" No 1 Common	15,000'
5 1/4" 1s & 2s	14,000'

5 4" No 1 Common	45,000'
1 1/4" 1s & 2s	58,000'
6 4" No 1 Common	85,000'
8 1/4" 1s & 2s	60,000'
8 1/4" No 1 Common	30,000'

CYPRESS

4 1/4" 1s & 2s	31,000'
1 1/4" Selects	55,000'
1 1/4" No 1 Shop	150,000'
4 1/4" Boxboards	2,000'
4 1/4" Nos. 1 & 2 Common	250,000'
5 1/4" 1s & 2s	120,000'
5 1/4" Selects	72,000'
5 1/4" No 1 Shop	24,000'
8 1/4" Selects & Better	80,000'
4 1/4" Pecky	150,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

CYPRESS

4 1/4" & 5 1/4" No. 1 Shop & Btr.	
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SOFT ELM

4 1/4" to 12 1/4" No. 2 Com. & Btr.	
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SOFT MAPLE

4 1/4" No 2 Com. & Btr.	
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QUARTERED SAP GUM

4 1/4" to 8 1/4" No. 1 Com. & Btr.	
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HACKBERRY

4 1/4" No. 2 Com. & Btr.	
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SYCAMORE

4 1/4" No. 2 Com. & Btr.	
--------------------------	--

PECAN

Will cut any thickness No. 2 Com. & Btr.

Geo. C. Ehemann & Co.

Office: Bank of Commerce and Trust Building

WHITE ASH

1" Nos 1 and 2, 8-10'	35,000'
5 1/4" Nos. 1 & 2, 8-10'	30,000'
1 1/4" Nos. 1 & 2	50,000'
5 1/4" Nos. 1 & 2	18,000'
6 1/4" Nos. 1 & 2	38,000'
8 1/4" Nos 1 & 2	50,000'
10 1/4" Com. & Btr.	120,000'
12 1/4" Com. & Btr.	50,000'
16 1/4" Com. & Btr.	17,000'

4 1/4" No. 1 Com.	63,000'
5 1/4" No. 1 Com.	70,000'
6 1/4" No. 1 Com.	45,000'
8 1/4" No. 1 Com.	95,000'
10 1/4" No. 1 Com.	18,000'
12 1/4" No. 1 Com.	16,000'
16 1/4" No. 1 Com.	13,000'
4 1/4" No. 2 Com.	60,000'
8 1/4" No. 2 Com.	50,000'
10 1/4" No. 2 Com.	15,000'
12 1/4" No. 2 Com.	14,000'

Thompson-Katz Lbr. Co.

Louisiana Red Cypress Co.

ASH

4 1/4" FAS	19,000'
4 1/4" No. 1 Common	24,000'
4 1/4" No. 2 Common	16,500'
5 1/4" FAS	53,800'
5 1/4" No. 1 Common	57,900'
5 1/4" No. 2 Common	17,200'
6 1/4" FAS	14,000'
6 1/4" No. 1 Common	80,000'
8 1/4" No. 1 Com. & Btr.	155,000'
10 1/4" No. 1 Com. & Btr.	12,000'
12 1/4" No. 1 Com. & Btr.	22,500'

CYPRESS

4 1/4" FAS	78,000'
4 1/4" Select	64,800'
4 1/4" No 1 Shop	72,400'
5 1/4" FAS	19,000'
5 1/4" Select	27,600'
5 1/4" No 1 Shop	32,400'
9 1/4" FAS	52,700'
8 1/4" Select	46,400'

POPLAR

4 1/4" FAS	15,000'
4 1/4" FAS, SND	22,000'

4 1/4" No. 1 Common	95,000'
5 1/4" No. 1 Common	39,000'
6 1/4" No. 1 Common	17,900'

TENNESSEE RED CEDAR

4 1/4" No. 1 Com. & Btr.	90,000'
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PLAIN WHITE OAK

4 1/4" FAS	22,000'
4 1/4" No. 1 Common	53,000'
6 1/4" No. 1 Common	52,000'
8 1/4" FAS	17,000'
8 1/4" No. 1 Common	31,000'

PLAIN RED OAK

4 1/4" FAS	21,000'
4 1/4" No. 1 Common	35,000'
5 1/4" No. 1 Common	63,000'
6 1/4" No. 1 Common	75,000'
8 1/4" FAS	28,000'
8 1/4" No. 1 Common	37,000'

QUARTERED WHITE OAK

4 1/4" Clear Strips	22,000'
4 1/4" No. 1 Common	38,000'
5 1/4" No. 1 Common	48,000'
6 1/4" FAS	10,000'
6 1/4" No. 1 Common	11,000'

Welsh Lumber Company

WHITE ASH

4 1/4" FAS	30,000'
1 1/4" No. 1 Common	20,000'
5 1/4" FAS	30,000'
7 1/4" No. 1 Common	75,000'
7 1/4" No. 2 Common	45,000'

COTTONWOOD

4 1/4" FAS	260,000'
5 1/4" No. 1 Com. & Btr.	200,000'

YELLOW CYPRESS

1 1/4" FAS	13,000'
1 1/4" Selects	21,000'
1 1/4" No. 1 Shop	60,000'
5 1/4" FAS	10,000'
5 1/4" Selects	30,000'
5 1/4" No 1 Shop	30,000'

PLAIN SAP GUM

5 8" FAS	40,000'
3 1/4" FAS	40,000'
3 1/4" No. 1 Common	100,000'
1 1/4" FAS	40,000'

4 1/4" No 1 Common	21,000'
5 1/4" FAS	75,000'
5 1/4" No. 1 Common	75,000'
5 1/4" No. 2 Common	100,000'
8 1/4" FAS	50,000'
8 1/4" No. 2 Common	125,000'

PLAIN RED GUM

1 1/4" FAS	17,000'
4 1/4" No. 1 Common	45,000'
4 1/4" No. 2 Common	120,000'
5 1/4" FAS	14,000'
5 1/4" No. 1 Common	20,000'
5 1/4" No. 2 Common	25,000'
8 1/4" No. 1 Common	50,000'

QUARTERED RED GUM

4 1/4" No. 1 Common	30,000'
5 1/4" No. 1 Com. & Btr.	27,000'
6 1/4" No. 1 Com. & Btr.	35,000'
8 1/4" No. 1 Com. & Btr.	25,000'

QUARTERED SAP GUM

4 1/4" to 8 1/4" No. 1 C. & B	400,000'
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Grismore-Hyman Co.

WHITE ASH

4 1/4" FAS, 10" & up	1 car
5 1/4" FAS, 10" & up	1 car
6 1/4" FAS, 10" & up	1 car
4 1/4" FAS	2 cars
5 1/4" FAS	2 cars
6 1/4" FAS	2 cars
8 1/4" FAS	2 cars
4 1/4" No. 1 Com. & Btr.	2 cars
5 1/4" No. 1 Com. & Btr.	2 cars
6 1/4" No. 1 Com. & Btr.	2 cars
8 1/4" No. 1 Com. & Btr.	3 cars
10 1/4" No. 1 Com. & Btr.	1 car

12 1/4" No. 1 Com. & Btr	3 cars
16 1/4" No. 1 Com. & Btr.	3,500'
4 1/4" No. 1 Com.	1 car
5 1/4" No. 1 Com.	1 car
6 1/4" No. 1 Com.	3 cars
8 1/4" No. 1 Com.	2 cars
12 1/4" No. 1 Com.	2 cars
4 1/4" No. 2 Com.	5 cars
5 1/4" No. 2 Com.	1 car
6 1/4" No. 2 Com.	1 car
8 1/4" No. 2 Com.	1 car

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

"HOOSIER HAVE MADE

DRY HARDWOODS

4'4" FAS Quartered White Oak.....	1/2 car
4'4" No. 1 Common Quartered White Oak.....	3 cars
1'2" No. 2 Common & Better Quartered White Oak.....	1/2 car
4'4" Clear Quartered White Oak Strips.....	1 car
5'8" No. 1 Common & Better Quartered White Oak.....	2 cars
5'8" No. 2 Common & Better Quartered White Oak.....	1 car
4'4" No. 1 Common & Better Quartered Red Oak.....	2 cars
4'4" FAS Plain Red Oak.....	1 car
4'4" FAS Plain White Oak.....	1 car
5'8" No. 2 Common & Better Quartered Sycamore.....	2 cars
4'4" No. 2 Common & Better Quartered Sycamore.....	1/2 car
5'8" No. 2 Common & Better Quartered Sycamore.....	1 car
5'8" No. 2 Common & Better Plain Sycamore.....	1 car
10'4" No. 2 Common & Better Beech.....	2 cars
12'4" No. 2 Common & Better Hard Maple.....	2 cars
14'4" No. 2 Common & Better Soft Maple.....	2 cars
5'8" No. 2 Common & Better Soft Maple.....	1 car
14'4" No. 2 Common & Better Elm.....	1 car
6'4" No. 2 Common & Better Hickory.....	2 cars
10'4" No. 2 Common & Better Hickory.....	1/2 car
5'8" No. 2 Common & Better Poplar.....	2 cars
4'4" No. 2 Common & Better Quartered Black Gum.....	1 car
5'8" to 8'4" FAS Walnut	1 car
5'8" x3" and 4" Crating.....	3 cars
1'2" Wide Crating	1 car

J. T. KITCHEN LUMBER CO.
COLUMBUS, INDIANA

All Our Logs Are Like These

*These fine white oak logs grew five miles
from our mill. Plenty more just like them*



Straight or Mixed Carlots

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, etc.

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana Quartered Red and White OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

Pierson-Hollowell Lumber Co.

Manufacturers and Wholesalers
HARDWOOD LUMBER

Write for our prices on

WALNUT

Also get our prices on

**OAK, WHITE ASH, BEECH
MAPLE, SOFT ELM, POPLAR**

And other hardwoods

Pierson-Hollowell Lumber Co.

507-508 Lemcke Bldg., Indianapolis, Indiana

INDIANA HARDWOODS

HARDWOODS HISTORY

SOUTHERN ELM

5/8 No. 2 C&B. 50M 6/4 No. 2 C&B. 30M
4/4 No. 2 C&B. 100M 8/4 No. 2 C&B. 50M
5/4 No. 2 C&B. 60M 10/4 No. 2 C&B. 50M
12/4 No. 2 C&B. 75M

All band sawed, edged and trimmed lumber. It's been on sticks for eight months or longer and is in fine shipping shape. Lengths are good, running 40% or more 14 and 16' and the widths are fine. Prompt shipment can be made from Dyersburg, Tenn.

NORTH VERNON LUMBER MILLS
NORTH VERNON, INDIANA

Eisaman-Richer Lumber Co.

PERU, INDIANA

Specializing in

Indiana Black Walnut

Situated in the heart of Indiana, where are still grown the finest hardwoods in the country, our mills at Peru and Kokomo produce "Hoosier Hardwoods" exclusively. Inquiries solicited on heavy Oak, Ash, Hard Maple, Elm, Beech and Sycamore.



**OUR
Indiana White Oak**
is just as good as ever

The tree producing these five white oak logs, cut within five miles of our mill, contained 5000 feet of high grade oak lumber. This is not exceptional with us, as we are running steadily on Indiana timber of equally fine character.

CHARLES H. BARNABY

Mfr. of Band Sawed Hardwood Lumber and Veneers

GREENCASTLE, INDIANA

ASH TOUGH INDIANA STOCK

4/4" 1s&2s	15,000 ft.
8/4" No. 1 Common & Better	26,000 ft.
8/4" No. 1 Com. & Better, 10" and up	7,000 ft.
10/4" No. 1 Common & Better	57,000 ft.
12/4" No. 1 Common & Better	50,000 ft.
16/4" No. 1 Common & Better	9,000 ft.
4/4" No. 1 Common	29,000 ft.
5/4" No. 1 Common	19,000 ft.
4/4" No. 2 Common	20,000 ft.
5/4" No. 2 Common	11,000 ft.
6/4" No. 2 Common	28,000 ft.
12/4" No. 2 Common	10,000 ft.

ALL BAND SAWN—WELL MANUFACTURED—
DRY—EXCELLENT WIDTHS AND LENGTHS

This Lumber Is Ready for Prompt Shipment

WRITE OR WIRE FOR PRICES

Maley & Wertz Lumber Co.

Mills: EVANSVILLE, IND.; KEIRN, MISS.

Ask Grandad. He Used Them

E. SONDHEIMER COMPANY

MEMPHIS, TENNESSEE

MANUFACTURERS HARDWOOD LUMBER

DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN RED GUM

5/8" 1s & 2s.....	75,000'
4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Common..	75,000'

QUARTERED RED GUM

4/4" 1s & 2s.....	30,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	12,000'
5/4" No. 1 Common..	25,000'
6/4" 1s & 2s.....	21,000'
6/4" No. 1 Common..	5,000'
8/4" 1s & 2s.....	25,000'
8/4" No. 1 Common..	25,000'
10/4" No. 1 C. & B..	40,000'
12/4" No. 1 C. & B..	9,000'

QUARTERED SAP GUM

5/8" 1s & 2s.....	25,000'
5/8" No. 1 Common..	15,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
6/4" 1s & 2s.....	25,000'
6/4" No. 1 Common..	25,000'

SOFT ELM

6/4" Log Run	25,000'
8/4" Log Run	100,000'

PLAIN SAP GUM

3/4" No. 1 Common..	25,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
1x13-17" Box Bds..	100,000'
1x9-10" Box Bds..	100,000'
5/4" 1s & 2s.....	100,000'
5/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	200,000'
6/4" 1s & 2s.....	25,000'
6/4" No. 1 Common..	50,000'

PLAIN RED OAK

3/4" 1s & 2s.....	30,000'
8/4" No. 1 Common..	100,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	100,000'
4/4" No. 3 Common..	200,000'
5/4" 1s & 2s.....	15,000'
6/4" No. 1 C. & B..	10,000'
8/4" No. 1 C. & B..	10,000'

QUARTERED RED OAK

4/4" No. 1 Common..	15,000'
4/4" No. 2 Common..	15,000'

QUARTERED WHITE OAK

4/4" No. 1 Common..	17,000'
4/4" No. 2 Common..	15,000'

PLAIN WHITE OAK

3/4" No. 1 Common..	40,000'
4/4" 1s & 2s.....	15,000'
4/4" No. 1 Common..	15,000'
4/4" No. 2 Common..	15,000'
5/8" No. 3 Common..	25,000'

WILLOW

4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	25,000'
5/4" 1s & 2s.....	35,000'
5/4" No. 1 Common..	50,000'
5/4" No. 2 Common..	75,000'
6/4" 1s & 2s.....	75,000'
6/4" No. 1 Common..	75,000'
6/4" No. 2 Common..	25,000'
8/4" 1s & 2s.....	15,000'
8/4" No. 1 Common..	20,000'
8/4" No. 2 Common..	30,000'

QUARTERED TUPELO

4/4" 1s & 2s.....	35,000'
4/4" No. 1 Common..	20,000'

PLAIN TUPELO

4/4" 1s & 2s.....	30,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	35,000'
5/4" No. 1 Common..	17,000'
6/4" 1s & 2s.....	35,000'

6/4" No. 1 Common..	40,000'
6/4" No. 2 Common..	17,000'

COTTONWOOD

4/4" 1s & 2s.....	100,000'
1x13-17" Box Bds..	50,000'
4/4" No. 1 Common..	200,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Common..	25,000'
6/4" 1s & 2s.....	30,000'
6/4" No. 1 Common..	100,000'
6/4" No. 2 Common..	150,000'

ASH

4/4" No. 1 C. & B....	5 cars
8/4" No. 1 C. & B....	3 cars
5/4" No. 1 C. & B....	3 cars
10/4" No. 1 C. & B....	2 cars
3" No. 1 C. & B....	1 car

CYPRESS

1" 1s & 2s.....	3 cars
6/4" 1s & 2s.....	1 car
8/4" 1s & 2s.....	1 car
1" Select	3 cars
1" No. 1 Shop.....	5 cars
5/4" Select	1 car
5/4" No. 1 Shop.....	1 car
6/4" Select	1 car
6/4" No. 1 Shop.....	1 car
4/4" No. 1 Common..	5 cars
4/4" No. 2 Common..	5 cars
4/4" Pecky	1 car

Band Mills:

SONDHEIMER, TALLULAH
and BATON ROUGE, LA.

Write or Wire Us for Prices

Office and Yard

N. McLEAN and CHELSEA AVE.
MEMPHIS, TENN.

Go to Thunder
for Your Lumber

That not only means
LIGHTNING service
but quality in grades.
May we not hear from
you when in the market
for Northern hardwoods,
such as Birch, Hard
and Soft Maple, Bass-
wood, Elm, Ash and
Oak? We would be very
glad to serve you.

THUNDER LAKE LUMBER COMPANY
RHINELANDER, WIS.

Bigelow
HARDWOOD PRODUCTS

Lower Michigan
Maple, Birch, Elm, Beech

5/4" No. 1 Com. & Selects Maple.....	100,000'
6/4" No. 1 Com. & Selects Maple.....	100,000'
6/4" Maple Step Plank.....	40,000'
8/4" No. 1 Com. & Btr. Maple, 50% FAS....	150,000'
12/4" No. 1 Com. & Btr. Maple, 65% FAS....	125,000'
16/4" No. 1 Com. & Btr. Maple 70% FAS....	20,000'
14/4" No. 1 Com. & Btr. Maple, 50% FAS....	38,000'
4/4" No. 1 Com. 5" & wdr. Birch.....	120,000'
10/4" No. 1 Com. & Btr. Birch, 60% FAS....	50,000'
12/4" No. 1 Com. & Btr. Birch, 60% FAS....	20,000'
4/4" No. 1 Com. & Btr. Soft Elm.....	40,000'
6/4" No. 1 C. & Btr. Soft Elm, 40% FAS....	150,000'
12/4" No. 1 C. & Btr. Soft Elm, 60% FAS....	70,000'
4/4" No. 2 Com. & Btr. Beech.....	100,000'
5/4" No. 2 Com. & Btr. Beech.....	125,000'

HARDWOOD SPECIALISTS

The BIGELOW-COOPER CO.
Bay City, Michigan



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1922

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

EDWIN W. MEEKER, Vice Pres. and Editor
H. F. AKE, Secretary-Treasurer
LLOYD P. ROBERTSON, Associate Editor

Seventh Floor, Ellsworth Building
537 South Dearborn St., CHICAGO
Telephone: HARRISON 8087



Vol. LIII

CHICAGO, JUNE 25, 1922

LIBRARY

No. 5

Review and Outlook

The Hoover Program—Its National and Trade Significance

AT THE TIME at which this editorial is written the smoke has cleared away from the first skirmish line in the hardwood conflict. Casualties are being counted and strategic gains or losses recorded. Be it not understood from this that the atmosphere has clarified, nor the visibility, to use the term made famous by the battle of Jutland, is today materially higher than it was a week ago. In fact a casual examination of the points in controversy or examination purely of verbal hearsay evidence, would have proven totally inadequate in defining the lines of battle.

In approaching its inevitable editorial comment on the peculiarly involved situation confronting the lumber and especially the hardwood industry, *HARDWOOD RECORD* is prompted by a most thorough, serious and painstaking analysis, not of opinions (though they have been profusely sought), but of records. To impress the readers of *HARDWOOD RECORD* with what we consider an outstanding consideration at the moment, it would be well to recite the last paragraph in an editorial on the same subject appearing in our issue of June 10. To quote "the outcome of this struggle will depend largely on the attitude which the consumers assume towards the new system. The consumers, as we see it, hold the balance of power, and if they accept the new system it will succeed. If not, it will not be able to overcome the lead held by the National Hardwood Lumber Association."

Thus it is the earnest desire of the editors of *HARDWOOD RECORD* to set forth in convincing terms the fact that its desire in this instance is to frankly state a sincere conviction and to present for the perusal of hardwood consumers, who, while not personally engaged with either side of the controversy, are at the same time vitally interested, the controversial facts with such comment as may serve to emphasize the high spots.

It is safe to state in the beginning that had Secretary Hoover not been sincere in his determination to carry through the principles and the program enunciated before the recent Fourth Lumber Congress at Chicago some few months ago, the Washington meeting would never have taken place, and had there been no Washington conference the present abrupt rupture within the hardwood industry would not have developed. But Secretary Hoover has demonstrated to his own satisfaction and that of several other industries similarly involved in similar conferences, that the best way to keep government out of business is to demonstrate before business men those errors which if not corrected give invitation for government interference and, with such examples before them, to give business men the opportunity of making government interference unnecessary through correction within their own ranks of those points which need adjustment.

It is the earnest conviction of the editors of *HARDWOOD RECORD* that Secretary Hoover's program is the result of a thorough study of the lumber industry. His familiarity with its ramifications as evidenced in his various personal contacts with lumber groups, indicates a comprehensive study of the subject. It is inconceivable that the secretary could have attained this familiarity without a far-reaching personal investigation of

the subject, and it is equally inconceivable that he would have instituted such investigation unless he felt that it would prove fruitful and purposeful in tendering his good offices to the industry.

Thus it is safe to start on the premises that Secretary Hoover's instigation of the program specifically presented at Washington was justified by general circumstances with which he had familiarized himself.

From this conclusion it is proper to establish the further entirely reasonable conviction that the program as designed and if carried through will recast permanently and with national significance for the benefit of the lumber industry at large. Indeed, the frequently repeated assertions of both Secretary Hoover and Assistant Secretary Durgin leave no room for doubt on this score. Their assurance is specifically and repeatedly given that when practical unanimity of opinion is reached within the industry as defining its program, the department will accept as its own and prosecute to the utmost the principles and policies laid down in the established lumber policy.

It becomes patent the more carefully and conscientiously one peruses the official printed records of this meeting that its significance involves not only the national scope of the undertaking, but the unanimity of purpose and intent as expressed by the participating lumber groups. It becomes further most evident that the secretary's sponsorship and moral support will be lent to the effort only if it represents an apparently united industry inclusive of all component parts, and further that if a large portion of the industry presents unity of action and purpose the sponsorship of the department will be lent to that portion of the industry and not to the portion which does not specifically and actively endorse the principles of the Hoover program even though some measure of temporary individual sacrifice may be entailed in so doing.

It is *HARDWOOD RECORD*'s earnest hope to impress its readers with the evident and undeniable national importance of the underlying issues and principles of the Hoover program. The purpose of those issues is specifically to unite the lumber industry on a set of principles making for advancement within the industry and for a greater confidence and sympathy on the part of the public.

Secretary Hoover is a good publicity man and thoroughly appreciates the advertising value of an apparently unified endorsement by the industry of those principles of right dealing that are enunciated. The whole psychology of the effort demands unity. This demand is predicted first upon the psychological reaction that the public will get, and secondly, upon the specific utterances of the department executives as defining their sponsorship of this movement. To quote from Mr. Durgin's initial pronouncement at the Washington meeting, "It is only in event of such unanimous recommendation that the Department of Commerce can accept your act as its own. We will be very glad _____ to publish it as our recommendation, listing the names of the men who unite in making the recommendation to us. After that _____ we will write to every individual concern asking a letter of acceptance of this as standard practice and _____ we will ask them to tell us what percentage of their consumption has been according to the practice, and why it was necessary to part from it as to such percentage of their consumption as may not have been according to that practice."

Now to review what has gone before, it is evident that the Washington conference was conceived in a spirit of governmental interest not interference in business; that to best foster this spirit the lumber industry should meet the government in as openminded and unhampered a status as possible; that if the conference became a tangible success the interests of the industry, the public and the individual consumers of the lumber would be materially benefited; and in view of the repeatedly acknowledged disfavor with which the public views the lumber industry, that such program should be fostered to the utmost.

With these conceptions there can be no gainsaying the fact that the

nearer the results approach perfect unanimity, the greater will be the beneficial returns. Thus everyone involved, including the government agencies sponsoring the project, viewed with great regret the unfortunate trend which developed in the hardwood element. It is indisputable that in the detailed working out of the Hoover program to meet the intimate requirements of manufacture, merchandising and utilization of hardwood lumber, consideration must of necessity be given to hardwoods as separate and distinct from the remaining softwoods. There can be and is no controversy on this point, but **HARDWOOD RECORD** sincerely believes after a most careful and conscientious examination of the official record of the proceedings, that it was not the hope or intention to arrive at final or binding conclusions in this preliminary conference. Therefore **HARDWOOD RECORD** regrets, as militating against the final best interests of the hardwood branch of lumbering and the industries it supplies, the action which was the cause of interjecting controversial elements purely hardwood in their nature, into a program intended simply to describe and clarify those issues that are of common interest and capable of being worked out on a thoroughly unanimous basis.

In one of his addresses before the assembled body, Secretary Hoover illustrates this point in a way which specifically bears on the angle which the hardwood discussion took: "I, of course, would like to see such a (national) Inspection Bureau that would cover the whole of the trade, softwood as well as hardwood. I do not see any great difficulty in bringing both branches into such a service. It does not imply that the inspectors must be skilled in both woods, but it does imply that there is a central point in the United States that stands as a guarantee of the business ethics of the entire industry."

This utterance is amplified in many ways and in many other places with impressions which leave no doubt as to the intent. It is clearly Secretary Hoover's thought not to disrupt and throw into one general fold accredited inspection services, but to provide for the benefit of the public and as an evidence of good faith by the industry, one common clearing house and center of ultimate responsibility available to all and made familiar through advertising to the whole public.

The aftermath of the Washington conference—the event directly resulting from that conference and peculiarly linked to the hardwood industry—are fully described in the news pages of this issue. These events have resulted in a more pronounced rupture of the hardwood industry than has, possibly, ever before developed. A new association has come into being representative apparently of that element within the hardwood delegation at Washington which sponsored the Hoover program. It may be that this sponsorship resulted in part, at least, from realization of the strategic advantages it offered, but it is not fair to assume that such realization is entirely or even in a considerable measure the cause of the new movement, or of the acceptance by that contingent of the Hoover measures. Had this unfortunate hardwood controversy not been interjected it is quite probable and in fact almost certain that the whole industry inclusive of hardwoods would now be working one hundred per cent in the direction Mr. Hoover has pointed. Indeed the program is one described on many occasions before as ideal and as representative of the status which the lumber industry must attain before being in the good graces of the public and in position to move forward. Is it, therefore, to the best future interest of the industry to have apparently placed it in the position of being unable to participate as a whole in future activities of the Hoover conferences because of various actions taken at the Washington meeting?

The status of hardwoods in the Hoover program is today uncertain. The prosecution of the program to ultimate accomplishment so far as other materials are concerned, is a practical surety. **HARDWOOD RECORD** believes, though, that so far as hardwoods are concerned their involvement in the future of the movement will be along one of two lines. Either due to lack of agreement within the industry, hardwoods will definitely cease to participate, or, through its avowed affiliation with the Washington program, the new hardwood group resulting therefrom will be accredited as representative of the industry. This conviction results purely from an unqualified belief that Secretary Hoover and Assistant Secretary Durgin wish above all other things to bring forth a unified program and that the secretaries are unalterably opposed to recognition of two distinctive units. Their whole plan is founded upon the thought of having one central responsible body for the clearing of all relations between the industry on the one hand and the government and the public on the other hand, and such recognition of two branches would directly controvert this purpose.

The request of the present dominant body in hardwood inspection matters, for a second and purely hardwood conference, will probably be granted. At least, that is the opinion of **HARDWOOD RECORD**, but it is the further opinion that the result will be merely a clarifying of the status under which the hardwood interest may further participate and not the inauguration of a new exclusively hardwood movement in the direction of the Hoover program and separate and distinguished from the initial effort.

HARDWOOD RECORD's dominant sentiment in the matter is one of regret that, due to the angles into which hardwood discussions were drawn, hardwood's participation in this unquestionably forward-looking movement is attended by doubt. **HARDWOOD RECORD** will assume to hold a brief only for the hardwood industry as a whole, and for the wood-using industries. It specifically believes that the main principles of the Hoover program, if actively sponsored by the hardwood men as a unit, would have been

carried forward in the interests of the hardwood industry and the hardwood consumers to a favorable conclusion had there been no interjection of differences confined to hardwoods and of interest solely to those concerned with hardwoods. The correct application of the Hoover principles to hardwoods could be brought about only through initial unanimous support of the principles suggested, but with provision for their further development by exclusive hardwood agencies up to the point of final adoption. We believe that the future participation of hardwoods in this movement will depend upon the status given by Secretary Hoover and by the organizing body in general to that element of the hardwood trade which actively participated in the initial development.

HARDWOOD RECORD wishes to make the emphatic assertions in conclusion that it believes the principles enunciated through the Washington conference point an advanced step for the lumber industry; it believes that the full psychological reaction in the public mind will come only through perfect unanimity; it believes these principles are subscribed to and can be specifically adopted by the hardwood industry; but in the present status of the movement it asserts its unqualified adherence only to the cause of advancement and betterment in the hardwood industry and the consuming industries using hardwoods. It will commit itself to unqualified support of such movements as will work without bias, without prejudice and without selfish ends to meet this, one of the biggest issues that has ever come before the industry.

Don't Be a Car Hog

BUYERS AS WELL AS SELLERS of hardwood lumber will be making a serious mistake if they fail to heed the timely warning against a fall car shortage, issued by J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, to the members of that organization. The best way to minimize the inconveniences and losses of a car shortage is to make the shortage as small as possible. This can be done by starting, before the shortage develops, to employ every practical means to economize on car requirements. Much of the distress of a shortage can be forestalled by this timely action. It is the moral duty of every shipper in the country to abide by the suggestions for increased car efficiency, which Mr. Townshend makes in his appeal and which are no doubt being addressed to the members of every important industry in the country by their traffic advisers. Mr. Townshend says, "Place orders for immediate shipment. Keep your orders shipped up to date. Load heavily. Release cars promptly. Load equipment in the direction of the owning line." It is a matter of self protection to follow these suggestions; and, of course, everyone will, but the natural born hog. Don't be a car hog.

Mr. Townshend advised the hardwood shippers that L. M. Betts, manager of the car service division of the American Railway Association, recently called at the Memphis headquarters of the association to enlist the support of the lumber shippers in securing increased car efficiency, in view of the threatened shortage of cars.

Concerning the present signs of the oncoming car famine, Mr. Townshend said: "The car loading of all commodities are rapidly increasing everywhere, with the exception of coal, which has been far below normal due to the coal strike. There will be a big grain crop this year, which will commence to move next month, and will require a large number of closed cars. There will be heavy movements of the usual seasonal commodities such as cotton, cotton seed products, rice, sugar cane, etc. As soon as the coal strike is settled, there will be a tremendous demand for coal cars. The carriers are still far behind in their repairs to bad order equipment and will probably be unable to catch up by fall."

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C. H. SHERRILL

New Orleans, La,

*Elected First President Hardwood Manufacturers Institute,
Louisville, Ky., June 15-17, 1922*

Hardwood Manufacturers' Institute

Organization Intended to Unite Regional Groups Into Compact National Body; Committed to Hoover Conference Program, with Grade-Marking and Scientific Inspection System

The Hardwood Manufacturers' Institute was launched at Louisville, Ky., on June 15 and 16, to back the Hoover program and in defense of standardization of hardwood lumber products, under the plan whereby the manufacturer shall grade and mark his lumber as the producer, thus insuring the consumer that which he buys and pays for, in this way defeating unfair methods and forcing all selling agencies to sell under inspection rules and grading that will insure the consumer a fair and honest deal. The new organization succeeds the American Hardwood Manufacturers' Association, and the proposed American Hardwood Manufacturers' Institute. It starts off with a membership composed of seventy-four of the more prominent manufacturers of hardwood lumber, including a number of the largest concerns in the country, and represents mills in a total of eighteen states and with a total annual cut of one and one-half billion feet of hardwoods.

The plan as outlined backs the Hoover conference throughout, and while there are still many details to be worked out, the organization will develop these matters as rapidly as possible. For the time being business will be done under the grading rules of the American Hardwood Manufacturers' Association.

The organization will adopt new grading rules and will arrange for inspection service, open to anyone and everyone, upon the same basis.

Considering the fact that, including newspaper men, speakers, etc., there were but a few more than 100 registered at the meeting, the membership of seventy-four concerns to start with, representing an annual production of 1,500,000,000 feet, is a very auspicious beginning. Added to this is 300,000,000 feet of lumber annually, authorized through C. H. Sherrill, to be signed up, but which will not be included until cards are signed by the individual mills. There is a guaranteed membership of something over 100 members to start with, considering a number of concerns which had previously agreed with delegates attending the meeting to join in. In addition,

a large number of northern hardwood men are expected to join, especially Michigan and Wisconsin operators.

Headquarters in Chicago

Permanent headquarters of the new organization are to be established at Chicago, that matter having been decided at a meeting of the board of directors, to which it was left by the convention, after several had spoken favorably for Chicago headquarters, as being more central for the manufacturers of the entire United States.

Officers of the new association as elected, constituted the full recommendation of the nominating committee, W. R. Satterfield, Chairman, there having been no change made:

President—C. H. Sherrill, Sherrill Hardwood Lumber Company, New Orleans, La.

First Vice-President—W. M. Ritter, W. M. Ritter Lumber Company, Columbus, Ohio.

Second Vice-President—E. B. Norman, Holly Ridge Lumber Company, Louisville, Ky.

Treasurer—C. M. Kellogg, Kellogg Lumber Company, Memphis, Tenn.

Directors for Three Years

B. B. Burns, C. L. Ritter Lumber Company, Huntington, W. Va.

Jas. E. Stark, Jas. E. Stark & Co., Inc., Memphis, Tenn.

Leon Isaacsen, Yellow Poplar Lumber Company, New York, N. Y.

R. M. Carrier, Carrier Lumber & Manufacturing Company, Sardis, Miss.

B. F. Dulweber, Kraetzer Cured Lumber Company, Greenwood, Miss.

W. E. DeLaney, Kentucky Lumber Company, Lexington, Ky.

W. T. Murray, Tremont Lumber Company, Rochelle, La.



W. M. Ritter, First Vice-President



E. B. Norman, Second Vice-President



J. M. Pritchard, Secretary

ate Launched at Mass Meeting

**Charter Members Represent Billion and Half Cut of Hardwoods;
Will Affiliate with National Lumber Manufacturers Association;
Chicago Chosen for Headquarters**

Directors for Two Years

M. W. Stark, American Column & Lumber Company, Columbus, Ohio.

J. W. Mayhew, W. M. Ritter Lumber Company, Columbus, Ohio.

John Raine, Meadow River Lumber Company, Rainelle, W. Va.

Ralph May, May Bros., Memphis, Tenn.

E. A. Lang, Paepcke Leicht Lumber Company, Chicago, Ill.

F. K. Conn, Bayou Land & Lumber Company, Yazoo City, Miss.

John H. Kirby, Kirby Lumber Company, Houston, Tex.

Directors for One Year

E. K. Mahan, Peytona Lumber Company, Huntington, W. Va.

H. B. Curtin, Pardee & Curtin Lumber Company, Clarksburg, W. Va.

S. M. Nickey, Green River Lumber Company, Memphis, Tenn.

S. B. Anderson, Anderson-Tully Company, Memphis, Tenn.

R. L. Jurden, Penrod-Jurden Company, Memphis, Tenn.

J. B. Edwards, Hillyer-Deutsch-Edwards, Oakdale, La.

Max Miller, Miller Lumber Company, Marianna, Ark.

Taylor Telegram Resented

Much discussion was heard, prior to reading on the floor, of a telegram signed by Horace F. Taylor, president of the National Hardwood Lumber Association, sent to members endorsing the special call or mass meeting at Louisville of hardwood manufacturers. This wire was construed in the nature of a threat or challenge. It read:

Buffalo, N. Y., June 12, 1922.

Please advise me if you authorized the use of your name in connection with a call for a meeting to be held in Louisville at an early date

for the purpose of organization of another hardwood lumber association and if it is your intention to encourage and support a renewal of factional strife in the hardwood industry?

Signed—Horace F. Taylor,

President National Hardwood Lumber Association.

Sentiment Solid for Hoover Program

The hardwood men were a solid unit in endorsement of the Hoover principles, and the belief that the hardwood industry should rule its own business, instead of allowing one or any organization to try to rule it, which would result inevitably in Federal control. "Equal Rights to All, But Special Privileges to None," was a statement heard several times during the meeting. From now forward the manufacturers are firm in their purpose that neither dealer nor jobber shall rule the matter of grading, and in favor of lumber being graded, marked, and with the mill as well as association emblem placed thereupon at the mill, so that there can be no opportunity for interference with the product, so that it will have to be sold as marked, resulting in a fair deal for the producer and consumer.

The Session Opens

The initial session was called to order at two o'clock of Thursday afternoon, June 15, in the tenth floor convention room of the Watterson Hotel, by J. E. Stark, Memphis, Tenn., chairman of the special organization committee of the American Hardwood Manufacturers' Association, named on March 8, for the purpose of launching a new organization, which at that time was to have been named the American Hardwood Manufacturers' Institute.

Mr. Stark called on Mayor Huston Quinn, Louisville, who made the opening address, which was responded to by Col. Harry B. Anderson of Memphis. Both of these addresses were humorous and well delivered. Mayor Quinn remarked that it appeared as though the lumbermen were "repeaters," as they met here last March. Col. Anderson told several interesting stories of the old-time lum-



B. F. Dulweber, Director



C. M. Kellogg, Treasurer



Attorney J. Van Norman, a "Keynoter"

Resolutions Containing the Program of

The members of the Hardwood Manufacturers' Institute duly assembled at the Henry Watterson Hotel, Louisville, Kentucky, June 15-17, 1922, in open session do unanimously resolve:

1. That—WHEREAS, at the conference held at Washington, D. C., May 22 to 26, 1922, between the Secretary of Commerce, Hon. Herbert C. Hoover, and delegates from the various associations representing lumber manufacturers, Secretary Hoover suggested that efforts be made to standardize sizes and nomenclature, determine on a system of grade branding of lumber, and other means for affording guarantees to, and for the protection of the public; the establishment of a national independent agency for the administration of inspection of all kinds of lumber, and

WHEREAS, delegates of the American Hardwood Manufacturers' Association participated in the said conference and by vote and action supported in every detail, the suggestions made by the Secretary of Commerce and pledged themselves to fully co-operate in the accomplishment of the program outlined.

Therefore, the action and course of conduct of the said delegates in the said Washington conference aforesaid are hereby approved, and the said delegates are commended for the efficient and patriotic way in which they represented the wishes and purposes of the hardwood lumber manufacturers.

2. That they endorse as a whole the purposes, work and accomplishments of the said Washington standardization conference, and pledge the support of the institute in carrying the program suggested by Secretary Hoover to an early and successful conclusion.

3. That they congratulate Secretary Hoover, and the officers of the National Lumber Manufacturers' Association, upon their vision and insight in calling said conference, and upon the remarkable measure of success attending the sessions of the conference as a whole.

PROGRAM TO PRESERVE SELF-GOVERNMENT TO INDUSTRY

That, In the interest of the preservation of self-government in industry and of the ideals of individual enterprise under the law, we commit ourselves to make effective, in conjunction with the other lumber producers, the following program:

1. Simplification and equalization of hardwood lumber grades and standardization of sizes, so far as consistent with the reasonable needs of the hardwood consumers and with economy in manufacture.

2. Grade marking, as a practical measure of protection to the buyer and the consumer.

3. Inspection service available to producers, distributors and consumers, supervised and administered by a National Lumber Inspection Bureau.

4. Arbitration of such disputes as to grade, size, quantity or delivery as may not have been satisfactorily disposed of by official re-inspection.

5. That they favor the equalization and simplification of grades in all woods, and the adoption of standard names, nomenclature or designations therefor, and the adoption and

creation of means to guarantee to purchasers and the public the quantity and quality of lumber and to assure the elimination of objectionable trade practices which have heretofore obtained in some phases of merchandising lumber.

They approve the action of the Washington standardization conference on this subject, and recommend that the Hardwood Manufacturers' Institute appoint a committee on standardization charged with the special duty of co-operating with the National Lumber Manufacturers' Association, in dealing with the subjects pursuant to the action taken at the Washington conference aforesaid.

6. That, WHEREAS, it will require some time to create and adopt a national system of standard nomenclature for hardwood lumber, and a national system of rules for the grading and inspection thereof; it is recommended that in the interim, and temporarily, the rules in use at the present by the American Hardwood Manufacturers' Association be used by the Institute, and

PRINCIPLE TO GOVERN INSPECTION

It is further recommended and resolved that the Inspection Service of the Hardwood Manufacturers' Institute be used by all needing inspection service.

AND THAT, until otherwise directed the services of this Institute shall be available upon the following terms and conditions:

a. The Inspection Service to be available to every one, whether they are members of this organization or not, at such reasonable cost as may be fixed by the Board of Directors.

b. In case the dispute between buyer and seller concerns only the grade and not the measurement of lumber shipped the buyer should be required to only hold intact that portion of the shipment which in his judgment does not comply with specifications of the grade for which it was sold.

c. In the event either party to a re-inspection is not satisfied with the finding of the inspector, the right of appeal within five days of such finding is extended to either of the interested parties, and a second inspection shall be made by the chief inspector.

d. When an inspection by the chief inspector is requested by a consumer (in this class is included all remanufacturers, fabricators and retailers) the national association representing the industry to which such consumer belongs is invited to select a thoroughly competent inspector to be present when the inspection is made by the chief inspector, so that all members of the industry involved may be satisfied that the inspection has been fairly and properly administered.

e. That they are in complete accord with the views of the Washington conference aforesaid as embodied in the following resolution:

MANUFACTURERS' RULES INDORSED

“RESOLVES, That the formulation of rules for the grading and inspection of lumber is a function of the manufacturers and that grade rules should be based on the needs of consumption and the ability of the producers with the timber available to satisfy those needs, and that grades should be so made as to allocate the available supply to the various consuming industries in proportion to their needs and de-

bermen, holding that these stories were more pathetic than humorous, in view of the fact that the old-time lumberman generally had malaria and was facing insolvency or was insolvent. He closed with the Golden Rule as the solution of all problems, business or otherwise.

Election of a temporary chairman was next in order, Mr. Stark calling for nominations. C. H. Sherrill of New Orleans was placed in charge of the meeting, being introduced by Mr. Stark.

Sherrill's Keynote Address

Chairman Sherrill in taking the chair made a "keynote ad-

the Hardwood Manufacturers' Institute

mands so that the products of the manufacturers may be utilized with the least waste, and therefore, at the lowest cost to the ultimate consumer."

f. That in respect to hardwood lumber there is real need for a revision, reformation and re-formation of the rules for the grading and inspection of hardwood lumber for the reasons that:

THAT in order to aid in the accomplishment of the highly constructive program indicated this Institute solicits the co-operation of the various national organizations representing the users of hardwood lumber and forest products for the following reasons:

g. 1. Each grade of lumber that is made should have for its purpose the answering of some particular consuming or fabrication requirements and should be constructed in line with these needs as closely as possible, and as nearly as can be done consistently with the timber that is available and economical production methods.

2. Admittedly, hardwood lumber manufacturers would be unable at once to draft specifications that would properly conform with the principles herein set forth, on account of the vast number of different woods involved and the many different uses to which they are put. This is a problem that can only be worked out properly after thorough scientific research, and largely constitutes an engineering problem. It is recommended that a competent forestry products engineer be employed by this association to make an exhaustive study of this problem, taking up each wood separately and submitting at a later date, suggestions for the proper construction of the grades, based on consuming requirements and in conformity with the manufacturing capabilities of the producer.

3. The hearty co-operation of the consumer is essential to the success of this plan and it is suggested that each national organization representing the various branches of consuming or fabricating industries using hardwoods employ competent engineers to consider the subject from their standpoint and to confer with the engineer of this Institute relative to their particular needs, resulting, it is believed, in the eventual complete agreement between the producer and the consumer and the elimination of much of the waste that now occurs in the utilization of hardwood lumber.

GRADE MANIPULATION CONDEMNED

10. THAT they condemn—

1. All grade jugglery and manipulation whether practiced by the producer, wholesaler, retailer, or any other branch of the industry is condemned and this Institute brands the intentional shipment of lumber of quality below the grade specified as plain dishonesty. It pledges itself to endeavor to eliminate all such practices, to expel from this membership anyone who may be found guilty of such practices, and to use its weight and influence not only in the prevention, but also in the punishment of such offenses.

ALL LUMBER SHOULD BE GRADE-MARKED

11. THAT they believe—

2. All lumber should be plainly grade-marked. Each piece that is shipped should bear the mill grade-mark and every-

thing possible should be done to protect the public and to place the products of the mill in the hands of the ultimate consumer without grade substitution or manipulation.

FAVOR A SALES CODE AND ARBITRATION

3. They favor the adoption of a sales code that will place the industry on a high moral plane, making clear the obligations of buyer and seller and the Institute solicits the concurrence in such sales code by the national organization representing the various branches of consumers using hardwoods.

4. That this Institute pledges itself to insist upon its individual members carrying out their commercial obligations and appeals to the national association representing those industries using its products to co-operate with it in this matter with a view of placing contractual relations between the producer and consumer on a basis that shall be above criticism.

5. That they favor the settlement of disputes arising between its members and the users of its products by arbitration. The support of all national associations representing the users of hardwoods to this principle of arbitration is solicited and it is recommended that commercial disputes arising between members of various industries be settled by arbitration, according to such plan as may be decided upon by all associations involved, to be fair and equitable.

FAVOR A TECHNICAL DEPARTMENT

12. THAT they favor—

1. The establishment of a technical department in charge of a competent engineer for the purpose of supplying to the consuming public such reliable information as may be of assistance to it in determining the relative value of various woods for specific purposes or of wood as compared with other materials. This department also to be used for the purpose of carrying on such research work as may be necessary or desirable to promote the elimination of waste and develop more economical and efficient uses of lumber.

13. THAT they be recommended—

STATISTICAL

1. The collection and dissemination of such statistics as will be beneficial to all branches of the industry and to the public and as may be determined to be in accordance with the law.

14. THAT they believe—

INTER-ASSOCIATION RELATIONSHIP

1. Much good can be derived for all concerned through a closer contact and co-operation between the producer and the consumer and suggests the appointment of a committee by the various national associations representing the users of hardwoods, with which committee, a like committee from this organization can confer regarding questions that are of mutual interest to the end that the manufacturing practices of the producer be made to conform as closely as possible with the needs of the public and to enable the industry to provide the maximum service at the lowest possible cost.

15. THAT this Institute at once apply for membership in and fully affiliate with the National Lumber Manufacturers' Association.

dress," stating his deep appreciation of the responsibility of the chair and the indorsement of his fellow lumbermen, stating that while his mouth uttered the words, he was speaking from the depths of his heart, as he appreciated the honor more than a jeweled crown.

Mr. Sherrill in part said: "We have passed from the past few months of uncertainty to an era of accomplishment. We are here to give a favorable consideration of indorsement of the Hoover program." He pointed to a large sheet across the rear of the stage which carried the three principal "Declarations of Prin-

principles," as outlined in the Hoover program. The speaker continued: "The hour has arrived when we must recognize the equal rights of all and the special privileges of none. The hardwood industry stands out as the one industry that has made the least progress of any in the country, over a period of a hundred years. We must now recognize the fact that the time of progress is at hand. The Hoover declaration to the lumber industry is on a constructive and sound basis. In the past failure to take into consideration the public's rights, from a selfish standpoint, along with lack of knowledge, intelligence and thought concerning the outcome of such methods, has held back the industry. There has been too much thought of money alone. It is the business of the government to follow its people and protect them. You should hail with delight and full appreciation an opportunity such as this, and indorse it fully."

The speaker stated that while it was not given to the temporary chairman to decide matters of importance, there were two principles worthy of consideration and of prime importance—one being standardization of names, grades, etc., and the second for all public service to be equal. He argued in favor of forgetting anything destructive and concentrating on constructive matters alone, with no time for petty matters, jealousies and conflict. That there was no time for such matters, he stated, was recognized fully at the Washington conference, which he attended.

B. F. Dulweber nominated John M. Pritchard, former secretary of the American Hardwood Manufacturers' Association, as temporary secretary of the meeting. Mr. Pritchard accepted the office.

Mr. Sherrill: "I wish to add and emphasize the fact that I wish you gentlemen to appreciate the fact that our minds are all open for conviction, and that we will be glad to hear from anyone on any matter or thought."

Dr. Compton Talks

Dr. Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, made a very interesting talk, in bringing before the delegates the true significance of the meeting at Washington, or Hoover conference, in which his organization played such an important part. Mr. Compton went over various matters concerning the conference. He recommended the principle of adhering to the good, taking on the better idea and discarding the remainder. He commented on the large number of manufacturers present from the South and East. The speaker stated that conditions today leave little room to doubt but what it is a case of the lumber manufacturers adopting self-government as against Federal control. He held for a sound system of standardization

of product on a scientific classification basis, of sound product on a sound merchandising basis.

Dr. Compton stated that he was not going to discuss grade manipulation. He held that such houses as work on short quantity and lower grade than specified in orders force all others to either adopt that sort of policy, lose money, or retire from the industry, as competition can't stand it. False standards of retailers or distributors set false standards of prevalent methods of doing business. He said: "No man really wants an unfair or unsound basis of doing business within his own industry, and such situations have caused the clouds under which the lumber industry has labored before the American public. It is impossible probably to eliminate all bad conditions, but if you countenance such conditions you can't object to intervention for the benefit of the American public. Grade marking is for the purpose of uniformity, on the simplest possible identification basis to identify a given product, so that it can be recognized for what it is. This is not impossible."

Dr. Compton held that if some makers of rules are to withhold inspection from non-members there can't be the opportunity for classification and subdivision of product on a standardized basis. He discussed arbitration, suits and arguments. "Self-Government as a Constructive Program," and open inspection to anyone or substitution of government regulation, with no choice of alternative, were discussed.

He said: "It is a constructive program to which the lumber industry has pledged itself on a self-government plan." He discussed the fact that at the Washington conference one association failed to vote, and another voted against the program. He held that it was idle to claim that the producer's interest ceases when he cuts through the log, as his interest stays with the lumber until it has given satisfaction in the use for which it is best destined through maintenance of integrity of product. He said: "The lumber industry committed itself to the program with the one idea of settling for all time the dispute concerning the bogey of public regulation, and it is important that the lumber industry, both the soft and hardwood divisions, go into this matter solidly for the betterment of conditions."

Dulweber's Address in Full

B. F. Dulweber, who along with C. H. Sherrill, was recently expelled from the National Hardwood Lumber Association for expression of opinions disliked by that organization before the Hoover conference, delivered a very interesting written talk concerning the Washington conference, reasons for calling the Louis-



E. A. Lang, Director



Jas. E. Stark, Chairman Committee of Nine



H. G. Bohlssen, a Charter Member

ville meeting, conditions in the trade, and need of standardization and unity. Mr. Dulweber's address was as follows:

There has been gradual betterment of conditions for the hardwood saw-mill operator, but this improvement has been pitifully slow. We have been in bondage. We have been unable to accomplish for ourselves, or for those who use our products, what we would like. At last, thanks to the full awakening of the industry, the realization to our plight by our fellow manufacturers of other kinds of lumber and the honest and sincere co-operation, that I am sure will result from this meeting, the day of our deliverance is at hand.

I am on the program as submitting a report on behalf of the committee representing the hardwood lumber manufacturers at the conference of the lumber interests with Secretary of Commerce Hoover in Washington, May 22 to 26. I am so impressed with the glorious opportunities that are before us as a result of this conference, and the great constructive development that I am sure will accrue therefrom, that I hardly know where to begin, and it is with difficulty that I give voice to my thoughts. The conference, while preliminary in character, constitutes the greatest constructive step that has ever been taken in the industry, and the ultimate outcome will be greater stability in our own business and better service and lower costs to the consumer and the public. This will not be accomplished in a day, but its coming is as certain as death and taxes, and it can best be speeded on its way by every one putting his shoulder to the wheel and pushing for all he is worth.

There are little details that require adjusting in the other lines of lumber manufacture, but these are insignificant in character, and while there still exists some slight difference of opinion on certain questions, I predict that before we have proceeded far these differences will be completely harmonized. While this conference will result in much good to other branches of lumber manufacture, to hardwoods it is as a "gift from heaven," and through its medium, for the first time, we will have real standardization.

The Mark Set by Hoover

Secretary Hoover expressed the belief that the industry, including all kinds of lumber, should strive for

1. The construction of grades and specifications to best serve the public and standardization of nomenclature as nearly as possible.
2. The grade branding of lumber at the mill and guarantee to the public that it will obtain the grade that it buys.
3. The simplification and standardization of sizes as will make for greater economy in transportation, production, distribution, etc.

Mr. Hoover also expressed the view that there should be created by the industry itself a national instrumentality of an entirely independent character that would be free from suspicion and enjoy the confidence of the public for the administration of inspection rules on all kinds of lumber in cases of disputes between buyer and seller, the service of this organization to extend to foreign markets.

Your committee voted in favor of all of these propositions, and they met with the almost unanimous approval of the delegates in attendance.

The opinion prevails that unless the industry itself brings about a betterment of conditions, that governmental control and regulations was the alternative.

This view is absolutely correct, but I think it is agreed that such intervention would be ill-advised and would not accomplish the same beneficial results which we ourselves are capable of bringing about.

Join "Because It Is Right!"

I am not appealing to you, my friends, however, to join in and support this movement because of fear of governmental intervention, for to my mind, "he who refrains from crime because of the fear of punishment is no better than the criminal himself." I am appealing to you to join in this great forward movement because it is right, and being right it must eventually result to the material good and profit of yourselves and of those you are seeking to serve.

That the specifications covering the inspection rules of hardwoods are inadequate and are not scientifically constructed has long been realized by everyone who had given the subject serious thought. In the beginning hardwoods were used almost exclusively by furniture manufacturers, and this class of manufacturers at that time instead of specializing in the manufacture of certain articles produced a large variety of different pieces of furniture so that a great variety of sizes of cuttings and different qualities could be utilized.

It must also be borne in mind that at that time the price of hardwood was materially lower than it is today, and that the average quality was very much higher, so that the question of waste and economical utilization was not the important problem that it has since become. The result was that at that time practically all hardwood was sold log run. After a time it became evident that the term "log run" meant nothing and that there was a wide difference in the intrinsic value of different lots of log run lumber, and for the purpose purely of having some measure by which the value of the log run product could be determined, hardwood inspection rules were originally devised. Even after the advent of these rules the consumers continued buying the full product of the log, but instead of buying it at a fixed average price, it was bought at different prices for the various grades which had been fixed by the inspection rules adopted.

Old Rules Inadequate

Today the situation as regards consumption of hardwoods is entirely different and the same vehicle that may have satisfactorily met the

situation in the beginning is at this time wholly inadequate. The price of hardwoods, due to the greatly diminished supply of timber, is very materially higher, and for the same cause the average quality is lower. On the side of consumption we find the furniture manufacturer specializing in the production of certain articles of furniture, instead of manufacturing general lines, thus restricting the character of lumber that can be advantageously used in the various individual plants. In addition, we find entirely new uses for hardwoods, such as hardwood flooring, interior trim, automobile bodies, etc., each presenting its own peculiar problem.

It will be seen, therefore, that the inspection rules for hardwoods originally came into existence, not for the purpose of creating grades that could be most advantageously used for certain manufacturing or consuming needs, but constituted purely an arbitrary basis, having for its purpose the determination of the average value of the log run product, and despite the growth of the hardwood industry and the greater variety of uses to which hardwoods are now put, we have continued to do business on this antiquated, costly and wasteful basis of grading.

Causes of Arrested Development

The lack of development in this important feature of our business I feel is due to the following causes:

1. We have lacked effective organization of the hardwood manufacturers. We have had at different times sectional organizations of manufacturers that have accomplished much good, but we have never had all hardwood manufacturers from all parts of the country united into one body and all working together for the development and welfare of the industry.

2. Because of the lack of co-operation on the part of the manufacturer, the unscrupulous intermediate dealer has been able to inject himself into the situation, and largely through his efforts the present unscientific basis of lumber inspection has been continued, his interest in the matter being the profits derived through grade manipulation and substitution, which this system encourages and makes possible.

3. The lack of interest on the part of the consumer. It is surprising what little thought the average consumer has given to lumber. Most manufacturing plants using lumber also use other materials, and we find them employing consulting chemists, engineers and seeking other competent advice as regards other material entering into their work, but practically no thought has been given to lumber, and the tremendous waste that has resulted in its utilization has been looked upon as a necessary and unavoidable evil. Only one consuming industry, the wagon and implement business, has given any thought to this important subject, and as a result of their efforts there have been established grades covering their consumption, such as, for instance, box boards, that are truly scientific and that reduce waste and utilization cost to the minimum.

Experts Call Old Rules Outworn

That the present hardwood rules are wholly inadequate and wasteful in the extreme is an opinion that is shared by competent engineers and experts who have had occasion to study the problem. This seems clear from a passage which I encountered only a few days ago in a pamphlet on "Wood Waste Problems," issued by the Forest Products Laboratory at Madison, Wis., and written by Arthur T. Upson. This passage reads as follows:

These rules are in most instances the outgrowth of early conditions when the use of lumber was not refined as it is today. The result is that the lumber grades not only do not fully meet the requirements of use in most cases but they are so complex and misleading that the average consumer has no assurance that he is getting material best suited for his needs.

We must not delude ourselves in the belief that waste and cost in the utilization of our product is no concern of ours. I am sure that every thinking man realizes that every dollar's worth of unnecessary waste or cost in utilization is a direct tax on this industry, and never was it so important as now that such unnecessary waste and cost be eliminated. The competition from now on with metals, fiber products and other wood substitutes will be extremely keen, and we cannot carry the handicap of excessive cost of utilization and successfully meet this competition.

Now the question arises, how are we to construct such a set of rules as will enable our product to better meet the needs of the consumer and minimize waste and cost of utilization? Broadly speaking, every grade of lumber that is made should have for its purpose the meeting of some particular manufacturing need as closely as it is possible, and in conformity with the timber that is available and economical production practices. The question then arises, how is this to be done?

I have for several years served as chairman of the inspection rules committee of the American Hardwood Manufacturers' Association, and I yield to no man in the knowledge of inspection rules, either in their written specifications, or in their actual application, nor in the practical uses to which our product is put, but I do not mind admitting to you frankly that I am wholly incapable of, within anything like a reasonable time, suggesting specifications that will properly meet this situation. Nor could any committee that you might select satisfactorily accomplish this work.

Engineers Must Study Problem

The only way in which this problem can properly be solved is to employ competent engineers to make a careful study and survey of the situation, taking into account the different uses to which our product is put and the natural restrictions under which we are laboring, the character of timber we have available and our manufacturing limitations. The interest

of the consumer should be developed, and they should be asked to assist our engineers in working out this problem. Each wood should be considered separately, and the work could be very advantageously carried on in conjunction with the Forestry Service, which has already collected considerable data that would be of great value to us.

When all of this data has been collected, specifications could then be provided that would meet the different consuming needs as closely as possible. It is the elimination of waste and the reduction of cost that I am sure Mr. Hoover primarily has in mind, and the accomplishment of these desired ends would be of material benefit to the producer, consumer and the public.

The grade branding of lumber at the mill and proper guarantees to the public are matters of extreme importance. This industry has suffered untold injury through grade jugglery and manipulation, and we should stand unitedly for the elimination of such practices, and the grades of hardwoods should be so standardized and thoroughly established that when a man exchanges his money for our product he would know absolutely that he was getting 100 cents on the dollar.

Want No Unbelievers

This is a doctrine that we must not only preach but must live and practice, and I want to say to you that if there is a single mill operator present who does not believe that this is the right principle and who has not firmly resolved in his own heart to deal honestly and fairly with the public and to ship lumber exactly according to specifications of the grades that may be devised, then I say to that man, do not come into this organization. If there be such a man, the day will come when he will realize that this is the correct and proper way to do business, and aside from the moral question involved, will ultimately pay bigger dividends, and when that day of realization does come to him he will find the handclasp of welcome extended to him and we want him to be one of us.

Mr. Hoover's other suggestion, involving the creation of some national instrumentality of an independent character for the administration of inspection rules on all kinds of lumber, is a splendid one and should have the unqualified support of this meeting. Such an instrumentality could function, perhaps, through the National Lumber Manufacturers' Association, and its service could be extended to foreign countries, with the result of greater stabilization in these markets and the creation of a confidence on the part of the foreign buyer that has been previously sorely lacking in American industry.

In conclusion, I want to say a few words regarding a matter that is to me a most deplorable development. There exists in the hardwood industry another organization composed of wholesalers, dealers and some manufacturers, and an effort has been made to make it appear as though this movement is solely an attack on that organization. If any one here present today is impelled by any such motives they are, I am sure, entirely out of harmony with the spirit that actuates this great movement.

We are here, not in criticism of any other organization, nor in protest thereof, but for the purpose of bringing together all of the hardwood mills in this country, of uniting into one organization all of that class of people possessing a unity of interest to the end that we may improve conditions within our own industry and place ourselves in position to more efficiently serve the public.

No Quarrel with Honest Wholesaler

We have no word of criticism of the wholesaler or intermediate dealer who transacts his business honestly. He is an important and a necessary factor in the industry and should receive our encouragement. The wholesaler or dealer who thrives by manipulation, substitution or other sharp practices is a parasite and him we do condemn, and we should not rest until he has been completely eliminated.

The wholesaler or dealer, having unity of interest, should properly unite into one organization, and it is proper that they should handle the problems that confront their branch of industry without molestation from us. It is likewise proper that these problems that peculiarly affect the manufacturer should be handled solely by the manufacturer without interference from the distributor. The question of inspection rules and other kindred questions are problems that must be worked out by the producer with the assistance of the consumer. The distributor is not concerned in these problems, and the honest wholesaler is content to merchandise lumber of such standards as may be decided by the manufacturer, with the assistance of the consumer, to best meet the situation.

Do not permit ourselves to be embittered against fellow hardwood manufacturers who may at this time not be associated with us, because of unwarranted attacks on us by some other organization to which they may belong. Remember, their interests are ours. Whatever good we accomplish must be shared by them. They may not see things now just as we do, but the day of awakening is not far distant. Gradually the mist will clear from their eyes and they will see where their interests lie. Until that day comes we must preserve a kindly, helpful spirit toward them, make them realize that at heart they are brothers, that their interests are our interests and let them know that our doors are ever open to them, and that we look confidently to the future, which we know will find them firmly united with us in this great constructive work we are undertaking.

We have been attacked unjustly, we have been misrepresented and lied about, but I beg of you, do not depart from the path that leads to the accomplishment of our purpose into the bypaths of senseless, groundless bickering.

We have no argument, or dispute, with any one; it must be clear to all the world what we are seeking to accomplish, and let us pursue that objective to a successful conclusion.

To those who seek to injure and destroy us let us answer with a smile, and treat them with the spirit that was displayed by the humble Nazarene when He was attacked and vilified, and which He so forcibly expressed in those simple words: "Forgive them, for they know not what they do."

Wires From Three of Industry's Leaders

Secretary Pritchard read wires from Edward Hines, John W. Blodgett and John H. Kirby, as follows:

Chicago, June 14.—Words can not express my regret and disappointment in not being able to attend this first and naturally most important meeting at which I know those in attendance will lay the foundation of the structure that they will ultimately erect. Surely the individual results already attained by all those who attend is a sufficient guarantee that when united and working as a unit they will have no difficulty in bringing into existence an organization for the best interests of all owners of hardwood timber in initiating machinery for the best utilization of such timber in the interest of their owners, as well as the best interest of the consumers and the public of the United States along the broad lines initiated by Secretary Hoover. The great evolution which has occurred during the past ten years, particularly in both manufacturing and merchandising in the hardwood industry, demands the most modern methods of manufacture in order to utilize both in the interest of the manufacturer and the public everything possible in timber, and at the same time to intelligently and honestly merchandise the produce in order that the public wants will be best met through the cleanest methods that the combined judgment of the entire trade is capable of formulating, and to put the industry through a system of standards of sizes, grading and marketing methods on so high a plane that no one can question its merchandising methods. As Secretary Hoover has so well said, no interests are so well fitted to accomplish this as the manufacturers themselves acting together, and when properly organized and able to meet any other portion of the trade, the consumers or the public in receiving suggestions to be worked out for the mutual interest of both. I earnestly request that you give immediate and favorable first consideration to have your organization become affiliated with the National Lumber Manufacturers' Association in order to carry out Secretary Hoover's wish that one association comprising manufacturers of all kinds of lumber, as the National Lumber Manufacturers' Association does, may be available to consider, advise and carry out the work that he has initiated in the interest of the manufacturers and the public.

[Signed] EDWARD HINES.

Washington, D. C., June 13.—W. M. Ritter, Louisville, Ky.: I greatly regret that work here with the Brazilian Commission makes it impossible for me to attend the hardwood meeting this week. The economic progress of our country makes association activities imperative. No industry stands in greater need of intelligent and patriotic effort to promote trade ethics and the public welfare than the one upon which you are engaged. At this period when we have a man of large vision and high purpose as Secretary of Commerce, who encourages with sympathetic advice and counsel the very thing you are seeking to do, the industry should do everything in its power to place itself in accord with his plans. I trust you will set up an aggressive organization that will furnish the industry and the public with the statistical and other information necessary to intelligent production and distribution. Please convey to your associates my sincere regret that these engagements here deny me the privilege of being with you. I have discussed the plans freely with General Boyle, who has the fullest comprehension of your industry, and I am looking forward to beneficial results from your meeting.

[Signed] JOHN H. KIRBY.

Grand Rapids, Mich., June 15.—Jno. M. Pritchard, Louisville, Ky.: Greatly regret that I am unable to be with you. The lumber manufacturing industry is grossly misunderstood by the general public. This is why we are continually placed on the defensive, frequently wrongfully accused and threatened with governmental control. The chief task before us today is to educate the public by nationwide circulation of the facts surrounding our industry and by the simplification and standardization of our trade practices. This end can only be reached through organizations of manufacturers. We must forget our own individual fancies, for which we can not get the approval of the majority, and work only for the greater end, which will benefit all. My best wishes go with you.

[Signed] JOHN W. BLODGETT.

For Plan Because "It Is Right"

On being called to the floor W. M. Ritter remarked that he did not have much to add, except that he felt so enthusiastic about the plan that he could not help but feel that there was not enough punch being put into the meeting, and he wanted everyone aroused to the importance of the situation. He said:

"For twenty or twenty-five years some of us have been struggling along with good and bad years. We've been asleep at the switch. We figured when we sold a car of lumber the buyer could do as he pleased with it. So many bad practices have come into

the trade that there are times when I really dislike to be called a lumberman, as I, like all other lumbermen, have been blamed for a lot that we did not do and had nothing to do with other than failure to show an interest in our product rather than the mere sale of it. We have been letting the other fellow do that, and he has not been much thrilled or excited over his responsibility. The Department of Commerce has opened the door to us and we should go to the extreme end of the road in putting over the plan, and not in a lukewarm way, as it is truly a manufacturers' problem." Mr. Ritter further remarked that his company could get along without association grading rules. He said: "We have a capacity of 100,000,000 feet a year. We produced 70,000,000 feet last year and are running normal now, and with our own grading rules at that. We could get along very well, and would probably be less affected than anyone, but it is a duty to aid the cause. I have worked day and night on the problem because it is right."

On the suggestion of B. F. Dulweber the meeting was thrown open for general expressions of opinion, resulting in a lot of members expressing themselves as being strong with the Hoover indorsement contingent.

The following committees were named to draft organization plan: J. E. Stark, chairman; B. B. Burns, Hugh L. White, Harry Anderson, W. M. Ritter, F. K. Conn, B. F. Dulweber, C. M. Kellogg, W. R. Satterfield, L. C. Bell, A. N. Smith, H. G. Bohlsen, G. W. Allport and E. K. Mahan.

To draft sales code:

T. E. Sledge, M. B. Cooper and J. W. Mayhew

This closed the first afternoon session.

Sherrill Pleads for More Pep

C. H. Sherrill at the session on Friday morning stated that while there had been some question of the ability of hardwood and softwood people to cooperate in the Hoover plan, he claimed that such cooperation would result in a great economic saving and work out perfectly. He called attention to the large amount of gum, oak and other low grade lumber rotting on piles in the South, which could be cut into dimension stock for structural use if graded for such use, and which could be used side by side with pine, fir or other woods. Such grading would result in some items bringing \$30 a thousand, which are bringing \$7 a thousand. Mr. Sherrill stated that letters were constantly being received from various sources relative to adaptability of certain woods, and that through proper grading all contained in one book, it would make it much easier for the architect, and easier for buyer and seller, either jobber or retailer. It would aid the architect in securing specific items needed to carry certain stresses in structural work.

Mr. Sherrill claimed that he had cut practically every wood grown, and had been in the lumber business from retailer to producer, from pine to hardwoods, from lumber stacking to the executive end, and had worked in the engine room and on the machines, with the result that he didn't think, but knew that the soft and hardwood interests could cooperate to mutual advantage. Mr. Sherrill said: "At the Hoover conference a lot of lumbermen at first looked with dismay on the plan as impracticable, but after mulling over it for a couple of hours they saw the light and were quickly convinced that it could be done."

A System to Fix Responsibility

In discussing grade markings as proposed, he held that no effort was made to give the pine people, who use the letter markings, any advantage, but that with the use of the letters A. B. C., etc., and numerals, along with Q. for quartered, V. for vertical grain, R. for rift, etc., it would be quite easy to mark any grade or kind of lumber, including the identification of producing mill and association of which it is a member, resulting in complete record of producer and grade, with the result that it would be very easy to check up and lay the blame where it belonged in event of any controversy later on, as the lumber would carry its original identity. In this way the producer, jobber, retailer or consumer could be brought together and the National organization called in to settle a dispute if it could not be settled otherwise. The speaker argued for one set of grading rules, covering all lumbers produced, as the standardization idea would not only help the public, but the general

industry. In discussion of grading rules and inspection he held that it had been far from perfect, due in part to changing conditions, and added uses of lumber in new consuming quarters.

Judge William S. Bennett of Chicago, counsel for the Edward Hines' interests, made a short and snappy talk, following up the wire of the previous day from Mr. Hines to the organization. Mr. Bennett referred to a recent statement relative to the day of the large storage yards being succeeded by large companies with many salesmen. He held that the hardwood men can do the same thing, and can sell direct through good salesmen, just as readily as the jobber, and at the same time secure a larger profit. He asked why the manufacturer should not sell direct to consumer. He held that it might wipe out the jobber, but the economic day is coming when there will be more and larger direct sales. He cited a recent case, in which the producer after paying freight and demurrage, received \$9.25 a thousand, Chicago, out of which he had to pay commission. All told Mr. Bennett's talk was along the lines that the large producer has nothing to fear from the wholesaler. He closed his remarks by stating that he hoped all present would enter the organization, as they should make their grades and rules, as after all the wholesaler's place is merely in buying and selling, not in running the producer's end of the business.

Pope Talks for Consumer

A short talk was made by A. E. Pope, lumber supervisor for the Dodge Brothers Company, Detroit, who argued for fair dealing and for a basis of selling sixteen ounces for a pound, either through the lumbermen getting together on the problem themselves, or, if necessary, he favored Federal regulation of the industry, so that the buyer may get that which he buys and which he pays for. He cited some instances where retailers try to add five dollars a thousand in taking advantage of lengths in yellow pine timbers, sixteen foot in length, as against twelve foot, in 8x8 stock, and cited an instance where he placed an order for 6/4 hickory, FAS, at \$175 a thousand, received a poor grade of No. 3 common, and where the dealer finally admitted that it would cost more to haul the lumber away than it was worth. He said: "For years I've been praying for the day when we would have a fair plan in effect, a sort of pure food law for lumber, which would force sales of sixteen ounces as a pound." He closed by stating that he believed the day was at hand, thanks to the Washington conference, when lumber would be properly graded and marked, so that there would be no question as to what it was. "If this can be done by your organization," he said, "then I'm for you all the way."

Van Norman Sets Meeting Afire

J. Van Norman, attorney, Louisville, chief counsellor for the Southern Hardwood Traffic Association, touched the match to the assembly at this point. He talked to the point without gloves, and so completely did he hold and electrify his audience that on his conclusion the usual handclapping was not sufficient. The manufacturers present actually stood on their chairs and shouted, so vividly had he appealed to their convictions and so clearly had he defined the issue and the purpose of the meeting.

From this point on the real progress was made. Mr. Norman's speech follows in full:

I have been asked to say a few words here as an outsider. I want it distinctly understood that in what I say I am not representing anybody, that nobody is responsible for what I say except myself, but I have some views to express here that I think ought to be expressed in this meeting.

In the first place, as to the necessity for the organization of a National hardwood manufacturers' association. I have never been able to understand why the hardwood industry was the only one that I know of or ever heard of that has not a national association of its producers. I am connected indirectly with some other industries. I have been to the annual meetings of the National Coal Association. No man may belong to that association that does not produce coal out of the ground. The hardwood lumber industry is the only one that I know of whose national association is dominated and controlled by the middleman. But that is true of your industry. It would be just as appropriate for a national farmers' organization to be controlled by the wholesale grocer and produce broker as it is for the national hardwood association to be controlled and dominated by the middleman that handles that commodity. Why have you never had such an organization? Is it because you lack the genius for organization? I think not. You have inaugurated and built up and

perpetuated one of the strongest organizations of its kind and that is the Southern Hardwood Traffic Association. Why haven't you organized the National Hardwood Manufacturers' Association? Is it not because the other fellow beat you to it? Is it not because that other organization has become so powerful that you are afraid to buck it?

Things to Consider

Now here are the things that you are here to consider: 1. Whether you can organize a National association that will select and distribute certain statistics that are valuable to the industry? It has been said that you have hanging over you the decision of the Supreme Court of the United States. That is true. I have carefully read that decision and tried to read it in the light of other decisions of that court. Whatever else may be said about that decision it cannot be said that it holds, or that the Supreme Court of the United States has ever held, that one must do business in the dark or that knowledge is a crime. There is no doubt but what under the law you have the right and the duty to inform yourselves as to the conditions under which you do business. I don't believe that any court in the land will ever say "nay" to that proposition, provided it is free from any collusion and is simply a detailed statement of the conditions as they exist or as they may have existed in the past. The most important thing is as to whether you will form a National organization and put into effect the so-called Hoover plan. There is only one reason why you should not do that, and that is that you are all afraid you may be expelled from the National association, as two gentlemen here have been. Some of these gentlemen who signed the call for this meeting have received from the National Hardwood Lumber Association telegrams, and here is one of them signed by the president of the National Hardwood Association: "Please advise me if you authorize the use of your name in connection with the call for a meeting to be held in Louisville at an early date for the purpose of organizing another hardwood lumber association, and if it is your intention to encourage and support a renewal of factional strife in the hardwood industry?"

As I see it, that is a challenge; in other words, it is a threat, "Don't you dare go to Louisville and go to that meeting." As a result of that telegram every man who received it has to show whether he is a man, or a mouse, or a long-tailed rat.

Can't the Hardwood Producer Organize?

What are the reasons why you need a National Manufacturers' Association? You heard yesterday from the secretary of the National Lumber Manufacturers' Association. That is an organization like all other national associations except the Hardwood association. No man can belong to it that does not produce lumber. The same thing is true of the Southern Pine Association. Why are you guilty of lese majeste if you undertake to organize along the same lines that everybody else is organized? These are business problems. That is a powerful organization, and it may be said if they incur its displeasure and are expelled you cannot sell lumber because so many of your customers demand National inspection. You will have to have something to substitute for that. I have always been one of those half wits that never cared much for money, but I believe had I received a telegram like that I would have gone out and tried to find me some consumers of lumber who were willing to buy what I had, who would not demand National inspection, and if I could not do business that way I would go into the coal business or some other business.

There has been a good deal of talk about turning the other cheek and brotherly love, all of which is very fine and Christ like, but hardly human. For my part I admit that I am a mere human and have no Christ-like quality, and under these circumstances my disposition would be to take a club rather than to turn the other cheek.

There has also been some talk about running this organization as a sort of eleemosynary institution. This organization, like any other trade organization, in my opinion ought to be one for trade and business purposes. It is true that you best serve yourselves when you serve the public institution.

Contrasting Hardwood Rules

Now one thing that impresses me about these national rules. I was reading them the other day and I noticed that "Only members of the National Hardwood Lumber Association can obtain an original national inspection and any member who applies for inspection on lumber which he has neither bought nor sold is subject to suspension or expulsion from the association."

The rule of the Hardwood Manufacturers' Association provides:

"The service of the Inspection Department will be extended to consumers on transactions with non-members of this association, provided the purchase was made on the basis of the rules of this association."

In other words, every manufacturer ought to want the inspection open to all the world because all the world ought to be his possible customer.

Now, two old members of the National association have been expelled from that organization because they did not vote at the Hoover meeting as they were expected by that organization to vote. I say that action was an unwarranted outrage and so far as I am personally concerned I resent it bitterly and personally I think every other member of that organization ought to do the same thing.

And all the rest of you have the sword of Democles hanging over your heads and you have to act in the light of that fact. That means if you are to act at all you must have a very considerable part of the industry lined up with you. When the Hoover meeting was on, the representatives of the manufacturers voted for standardization of rules and brands on grades, so that lumber could not be bought for common and sold as firsts or seconds.

The members of the National Hardwood Lumber Association voted against that proposition because a good many of its members would have to change their methods of doing business if that rule were adopted. Understand me, I don't think you ought to form an organization to fight anybody else, but I do think you ought to form a militant organization strong enough to protect the interests of the manufacturers of lumber and that would give the manufacturers of lumber some say-so about the rules under which their product shall be sold. I think you have a right to fight for this plan and I think the time has come when it is your duty to fight for this plan and I further believe that that fight can be successfully made.

Absolutism Is Outworn

Absolutism has never prevailed for long. It failed in Rome. It failed in Russia. It was not a success in Germany, although more highly and efficiently organized there than ever before in the history of the world. In this country our Fathers proclaimed in the Constitution that absolute authority is vested nowhere. Yet absolute authority has been vested somewhere in the hardwood industry, as you all know. You have a right to fight absolutism. You have a duty to protect your industry. You have a duty to so plan an organization that your industry may be conducted along legitimate lines and that the public may know when they buy a given thing that they get what they buy. If the manufacturer does not protect his own, he cannot expect anybody else to do it for him.

I have read in the history of ancient Greece where Alexander the Great, after having conquered the world and having become the absolute monarch or the world, heard of the cynic philosopher Diogenes. He sought him out and found Diogenes poor and shabby and ragged and barefooted. And the great conqueror said to Diogenes: "If you will come to my palace and entertain me I will clothe you in royal raiment." Diogenes looked up and said: "Get out of my light; let the sunshine fall on me." I think the time has come for the hardwood manufacturers to say to their King Alexander (though this is not his name): "Get out of my light; let the sunshine fall on me."

Committees Appointed

President Sherrill named the following committees:

Nominations—W. R. Satterfield, chairman; F. K. Conn, S. M. Nickey, W. E. Delaney, M. W. Stark, J. B. Edwards, F. L. Adams, E. B. Norman.

Resolutions—H. B. Anderson, W. A. Ransom, L. C. Bell and M. W. Stark.

On motion of B. F. Dulweber a committee will be named, which will work on a plan for districting the country, so that each district may be represented on the directorate, findings of the committee to be reported at the next meeting.

In closing the morning session President Sherrill stated that the new organization started off with a clean slate, as the old American Hardwood Manufacturers' Association had funds in hand to meet every and all obligations, and had not sent out any bills for dues since March. This closed the session.

Mr. Durgin Talks to the Point

W. A. Durgin, assistant secretary of commerce, made a very strong and interesting talk, which carried a forecast of Federal control, if the various hardwood interests could not get together and drop their jealousies, selfishly-disposed arguments and come into the plan as a unit. In fact, he showed very plainly what was likely to happen to those opposing the plan. Mr. Durgin's address was as follows:

Gentlemen: These are pregnant days for lumbermen! The recent discussions of your various groups with the National Lumber Manufacturers' Association at the Department of Commerce may be regarded as the first step in a movement which, we hope, will co-ordinate all parts of the great lumber industry in the development of essential unity in standards of service, of product and of business ethics. While these discussions were essentially preliminary in character, the interest shown by producers, distributors and users, and the almost unanimous determination to go forward in straightening out the tangle of grades, names, sizes and inspection rules which now exist, give most encouraging promise of the prompt formulation and adoption of genuine correctives.

Any one of these specific measures toward simplification, or standardization, may well prove of great import, but the underlying basis—the development of wise self-government under the inspiration of the industries' own leaders—is of far greater importance. The real question, we think, is whether the lumber group can thus make effective the wisdom and vision which some of its leaders possess in determining a far-sighted policy of high public service and of fundamentally sound practice, or whether the lumber industry and other great industries will permit the blindness of immediate self-interest and of clique jealousies to so dominate, that the great consuming public must, in self-defense, insist upon Federal regulation as the only possible corrective to the inevitable iniquities of an utterly selfish program.

Where Self-Government Specifically Applies

This matter of sound self-government, as repeatedly emphasized by Secretary Hoover, is fundamental to every great industry. But, gentlemen, it is of especial significance to lumbermen.

For many years our people have realized the almost public utility nature of your business, founded as it is upon control of one of the great elements of national wealth. Recently instances of malpractice have focused public attention on the industry with telling concentration, and while these dishonesties have been limited to very few, the entire group is in some measure hampered by suspicion.

Certainly no time could be imagined more favorable for the development of a new breadth and unity among all branches of lumber. Secretary Hoover has suggested, as you know, a most promising means to this end—the establishment by your industry of a national inspection bureau supported pro rata by the several associations, and available to every citizen upon payment of appropriate fees. His thought is not that the inspection of the national bureau shall supersede present services of grading, sizing and inspection, but that the new organization shall co-ordinate these services and gradually develop any necessary modifications of sectional practice required to give greatest stability to the lumber business and greatest ability to the lumber user.

Inspection Must Be Centralized

Let me emphasize again, that there is in the secretary's proposal no implication of the necessary substitution of a new service for services already functioning properly; rather, his proposal is the co-ordination of present services under a representative national organization, which can aid in the broadest and most constructive development of the lumber resources of America.

This proposal the Department of Commerce feels to be basic. Without a definite correlation of all lumber inspection, it is almost impossible to conceive the proper protection of the consumer and such proper development of producers' interrelations as shall meet present criticisms and build stably for the future.

We confidently expect the broad-visioned men in the sub-groups of lumber to lead in working out a practical program for such national service. True, we are told that there are certain natural divisions in lumber which make it impossible for any true unification of the entire field. It is stated by some representatives of hardwood interests that no similarities whatever exist in softwood and hardwood; that nothing in the way of practices applying to one can possibly apply to the other. As against this we are told by other representatives of hardwood and by the best technical men, that all wood is essentially similar and that, while many modifications of rules and procedure applying to specific uses must be recognized, the great fundamental basis of grades, inspection and nomenclature can well be identical for all lumber products.

The Industry's Move!

In such questions the Department of Commerce must await the recommendation of the industry itself. If hardwood and softwood producers insist upon existence as separate industries, with all the weakening of self-government, with all the misunderstandings and limitations which must inevitably follow, the Department of Commerce must accept that decision, much as we shall regret it. Our only function in lumber, as in all industries, is to support the best thought of the allied groups when those groups shall unite in unanimous action.

It appears most difficult to obtain realization that this is our true function. Following last month's discussions we have been in receipt of great numbers of letters and telegrams, particularly from hardwood interests, stating that this group or that group does not properly represent hardwood; that this group or that group now has perfect inspection, perfect grading, perfection, indeed, in every detail of practice, and that any one dissenting from such 100 per cent performance is an insurgent-revolutionary unworthy of hearing. These letters and telegrams show much fundamental misconception of the purpose of the department! We cannot decide between groups. We can only serve a united industry which conceives itself a permanent closely knit unit in our commercial structure.

Await Decision of Majority of Millmen

When the majority of the hardwood producers can agree on proposals for grading, sizing and naming of goods the Department of Commerce is at their service in presenting those proposals to truly representative conferences of all interests. If these conferences will adopt the original proposals, or some modification thereof, the Department of Commerce will publish these as its own, giving the weight of its moral support and prestige to the movement, but until producers of hardwood are in substantial agreement among themselves, and in further agreement with producers of softwoods, the sort of national constructive action for which Secretary Hoover hopes is quite impossible. So long as personal jealousies or the assumption of present perfection controls the councils of lumber, broad self-government is but a dream, and forecast of the future must regard governmental regulation as the most probable outcome of the pitifully foolish policy of uninspired self-interest.

Gentlemen, you have great opportunity. By forgetting past animosities, by uniting in genuine effort to develop a national lumber practice of highest ethical grade, you can place your industry in the lead of great American projects. You can forestall regulation by making such regulation utterly unnecessary. The Department of Commerce stands ready to assist in every way in bringing such unification to consummation, but the problem of developing wise national practice is your problem, not

ours. We can, and will, support and follow up stabilizing recommendations to the full, but our department—any department of Federal government—can aid only in so far as you build for lasting stability and the greater ultimate rewards attained through the vision of broad public service.

Gentlemen, we are looking to you to so build—to wipe out any lingering enmities in the hardwood field—to establish unified proposals for all aspects of lumber service—to go forward, with the same energy that has carried your business to its first rank importance, to that clarifying and co-ordination of policies which shall place you among the leaders in the stabilization of our American industries.

President Sherrill argued for every member to go home and work for membership in his community, to go ahead with the work undertaken and not let matters rest, as has frequently been the case following an enthusiastic meeting.

Resolutions Define Purposes

Next was the report of the resolutions committee, this report being adopted in full as read.

Next on the program was the report of the nominating committee, the full report being adopted as read, the entire slate going in without dissenting voice.

Sales Code Report

T. E. Sledge, as chairman of the committee on sales code, made the following report:

Report of Committee on Sales Code

Your committee on sales code begs leave to report that we have gone thoroughly into the subject of the sales code and have agreed upon the principles which should obtain in a sales code for a manufacturers' organization, but there are so many details to be worked out to get same in the proper form for presentation, as well as certain legal phases that should be gone into more thoroughly before a sales code is finally adopted, that we request that we be given more time to complete our work, and that this meeting authorize the board of directors to adopt a sales code as soon as your committee has finished its work.

Submitted:

T. E. SLEDGE, Chairman;
J. W. MAYHEW,
M. B. COOPER.

Until this new sales code can be completed, which should be within two or three weeks, according to Chairman Sledge, the organization will use the old American Hardwood Manufacturers' sales code.

The Closing Remarks

President Sherrill started calling on individual members for expressions of opinion concerning the discussions heard and plans as acted upon, and it quickly developed that the organization had been completely sold on the idea and was 100 per cent interested, and willing to do a lot of work, use a lot of time, and do anything possible to aid in getting the unity plan or Hoover plan in operation. General statements reflected a belief that the hardwood producers at last had a trail that led out of the woods, and that it would be followed nose down.

Among those speaking favorably for the plan were S. M. Nickey, E. B. Norman, R. M. Carrier, Hugh L. White, G. W. Allport, M. W. Stark, R. L. Jurden, Max Sondheimer, Fred Conn, B. F. Dulweber, C. M. Kellogg, Harry Anderson, James E. Stark and others, while the various newly elected officers and some of the directors made statements concerning the issue, all of these statements being highly optimistic and declaring for full support. W. M. Ritter went so far as to state that if necessary he would call off a proposed European trip this summer. R. M. Carrier, Sardis, Miss., who served the organization as president, and has been active for years in its councils, stated that he pledged his same loyal support as heretofore. Ralph Jurden reported 100 per cent for the plan, and confident that other organizations in which he was interested, but for which he didn't have authority to speak, would back the plan to the limit. Hugh L. White, well known as a pine man, but a hardwood producer of but little more than a year, pledged full support, stating that he had seen a need of a real producers organization and had seen need of such a body in some bad practices that had come before him within sixty days. M. W. Stark stated that while it was a big order, there shouldn't be so much trouble in filling it, as it was only a matter of pulling together. Max Sondheimer was for the plan, and in a way that no one but Max could tell it

gave full assurance of his loyalty. He in part said: "I believe that the firm of Dulweber & Sherrill will soon have a lot of new partners. If some of the boys felt as I did over that wire I guess they are sure to be partners of the D. & S. firm." Mr. Sondheimer declared that he had always argued, in fact for years, that the manufacturer was the grade maker.

W. E. Delaney stated that he never believed in kicking anyone when they were down. He was mighty glad to see that the producers had finally thrown the shackles off which had held them in bondage for years. Others made similar talks, all showing a spirit of rejoicing over the fact that they had at last decided on steering a clear course.

B. F. Dulweber was named as chairman of the inspection rules committee, in view of the fact that he has had a great deal of experience in such connection, and is recognized as an authority on the subject of grading.

Short talks were heard from the Forest Products Laboratory, Madison, Wis., by Mr. White, and from J. F. Hirt of the Forest Products Engineering Company, Chicago, both organizations pledging support. Mr. White stated that for years the Forest Products Laboratory had been hoping for a day to come when there would be standardization of grades, which would result in a great saving of waste. Mr. Hirt held that present grading rules are obsolete and do not cover needs of specialized industries. He argued for setting up grades within grades, where necessary, in order to eliminate waste, citing instances where No. 1 common lumber from three vendors used in the same way were so far from uniform that one lot ran 40 per cent waste, another 30 and a third 20. He closed by stating that any organization which stands in the way of progress and the Hoover program is treading a dangerous course.

B. F. Dulweber reported that such inspectors as the American Hardwood Manufacturers' Association had would be turned over to the new body and more inspectors secured at once, with arrangements perfected shortly for complete service open to anyone.

Open discussion on the permanent quarters of the new organization favored Chicago. Later in the evening the board of directors, to which the matter was finally referred by the membership, decided definitely on Chicago.

President Sherrill, in closing, stated that he felt confident that with approximately 100 members to start with, this would be increased by 300 per cent by July 1, as it would be not a case of merely old members of the American, which had about 400 members, but of many northern, eastern and western hardwood concerns coming in after they knew the plan to be followed, and after the new members got back to their districts and started after membership.

This closed a great meeting, marking a new epoch for self-government of the hardwood producing industry by the producers, and an era in which there should be less squabbling, fewer failures and generally better understanding. This new organization has planned all through to see business done cleanly and on a high class standard, and doesn't propose to be blocked by anyone.

Charter Membership

Nickey Bros., Inc., Memphis, Tenn.
Green River Lumber Company, Memphis, Tenn.
Broad River Lumber Company, Stackhouse, N. C.
H. G. Bohlssen Manufacturing Company, Ewing Tex.
King Mill & Lumber Company, Paducah, Ky.
Brown & Hackney, Inc., Memphis, Tenn.
Mark H. Brown Lumber Company, Memphis, Tenn.
The H. M. Page Log & Lumber Company, Lexington, Ky.
Wm. Graydon Hardwood Company, Grayburg, Tex.
American Column & Lumber Company, Columbus, Ohio.
Jas. E. Stark & Co., Memphis, Tenn.
W. M. Ritter Lumber Company, Columbus, Ohio.
Raleigh Lumber Company, Columbus, Ohio.
Colleton Cypress Company, Columbus, Ohio.
Wood-Mosaic Company, Louisville, Ky.

Pioneer Lumber Company, St. Louis, Mo.
Lieberman, Loveman & Cohn, Nashville, Tenn.
Barr Holaday Lumber Company, Greenfield, Ohio.
The Bayou Land & Lumber Company, Cincinnati, Ohio.
Foot Valley Crate & Lumber Company, Reynolds, Ga.
Belle Point Lumber Company, Belle Point, Ky.
May Bros., Memphis, Tenn.
Kentucky Lumber Company, Lexington, Ky.
Kraetzer Cured Lumber Company, Greenwood, Miss.
Van Sant Kitchen Company, Ashland, Ky.
John W. Kitchen Lumber Company, Ashland, Ky.
Gayoso Lumber Company, Memphis, Tenn.
Bond-Foley Lumber Company, Bond, Ky.
Meadow River Lumber Company, Rainelle, W. Va.
Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.
Clinch Valley Lumber Company, Ft. Blackmore, Va.
White Oak Lumber Company, New York, N. Y.
Yellow Poplar Lumber Company, New York, N. Y.
Conasauga River Lumber Company, Clearfield, Ky.
Rockcastle Lumber Company, Huntington, W. Va.
C. L. Ritter Lumber Company, Huntington, W. Va.
Ritter Hardwood Lumber Company, Huntington, W. Va.
Peytona Lumber Company, Huntington, W. Va.
Penrod-Jurden Company, Memphis, Tenn.
Holly Ridge Lumber Company, Louisville, Ky.
Edw. L. Davis Lumber Company, Mobile, Ala.
North Vernon Lumber Mills, North Vernon, Ind.
Lee & Fooshee, Sparta, Tenn.
Eastman Gardiner Hardwood Company, Laurel, Miss.
Williams Lumber Company, Fayetteville, Tenn.
Paepeke Leicht Lumber Company, Chicago, Ill.
Evansville Band Mill Company, Evansville, Ind.
Tschudy Lumber Company, Kansas City, Mo.
Newell Lumber Company, Eunice, La.
Chapman & Dewey Lumber Company, Memphis, Tenn.
Lee, Wilson & Co., Wilson, Ark.
Andrews Manufacturing Company, Andrews, N. C.
Hutchinson Lumber Company, Huntington, W. Va.
Iatt Lumber Company, Colfax, La.
Merl Lumber Company, Meridian, Miss.
The Ferd Brenner Lumber Company, Alexandria, La.
E. L. Hendricks Lumber Company, Jackson, Miss.
Big Salkehatchie Cypress Company, Varnville, S. C.
Carrier Lumber & Manufacturing Company, Sardis, Miss.
Sherrill Hardwood Lumber Company, New Orleans, La.
Dawkins Lumber Company, Ashland, Ky.
Farris Hardwood Lumber Company, Nashville, Tenn.
Long-Bell Lumber Company, Kansas City, Mo.
Edward Hines, Lumberton, Miss.
Musselman Lumber Company, Louisville, Ky.
Ashland Hardwood Lumber Company, Ashland, Ky.
Nigh Lumber Company, Ironton, Ohio.
O. G. Bomer, Alsatia, La.
Bomer Blanks Lumber Company, Blanks, La.
Hendrix Mill & Lumber Company, Mound City, Ill.
Hillyer-Deutsch-Edwards, Inc., Oakdale, La.
Kellogg Lumber Company, Memphis, Tenn.
H. L. White Lumber Company, Columbia, Miss.
Powehar Mill & Lumber Company, St. Louis, Mo.

Jurden and Carrier Return from Deep Sea Expedition

R. L. Jurden, Penrod-Jurden Company, and president of the recently formed Delta Lumber Export Corporation, Memphis, and R. M. Carrier, Carrier Lumber & Manufacturing Company, Sardis, Miss., and retiring president of the American Hardwood Manufacturers' Association, have returned from Ponta Gorda, Fla., where they spent some time fishing for deep sea bass and other larger specimens of the finny tribe. They went direct from their fishing excursion to Louisville, where they participated in the mass meeting of hardwood lumber manufacturers June 15 to 16 and helped to launch the Hardwood Manufacturers' Institute.

Constitution and By-Laws Adopted

The committee on organization, by Chairman James E. Stark, made its report, including the constitution and by-laws for the Hardwood Manufacturers' Institute, which was read and adopted. Practically all of those present signed cards indorsing the plan, entering membership and giving their production capacity.

CONSTITUTION AND BY LAWS OF THE HARDWOOD MANUFACTURERS' INSTITUTE

ARTICLE I

Name:

The name of this organization shall be THE HARDWOOD MANUFACTURERS' INSTITUTE.

ARTICLE II

Objects and Purposes

The objects and purposes of this institute shall be:

1. To secure and disseminate a full understanding of the facts and conditions concerning and affecting the hardwood industry.

2. To provide and adopt and assist in the adoption and establishment of measures, designed and intended to provide and establish:

Uniform standards and improved methods of manufacturing and marketing hardwood forest products.

Uniform standardized nomenclature for the industry.

Standardized rules for the grading, inspection and certification of lumber and forest products.

An inspection service for the enforcement and administration of said rules adequate to meet all needs thereof.

Appropriate and efficient means for guaranteeing to purchasers and the public the integrity of grades, the quality and quantity of lumber and the improvement of trade practices.

3. To acquire, preserve and disseminate information respecting the industry.

4. And generally to protect the rights and promote the interests of the hardwood industry.

5. To enlist the co-operation of the consumers in promoting the mutual interests of producers and consumers.

6. To adopt such means as will promote the wisest utilizations and the prevention of waste, thereby serving the cause of conservation of our timber resources.

ARTICLE III

Membership

Section 1. Individuals, firms or corporations who are bona fide producing manufacturers of hardwood lumber or other hardwood forest products (including also such producers of cypress lumber and cypress forest products) shall be eligible to membership in the institute. Every member shall be entitled to one vote; voting shall be in person; proxies shall not be permitted.

Section 2. Applications for membership (except at the initial organization meeting) shall be made to the secretary in writing, and be accompanied by the initiation fee. All such applications for membership shall be referred to the Membership Committee, and, if approved, shall be acted upon by the Board of Directors at its next meeting. A majority vote of the Board of Directors shall be sufficient to elect an applicant to membership.

Section 3. Any member may be suspended or expelled for cause by a majority vote of the Board of Directors, but no member shall be expelled without being given thirty days' written notice of the charges preferred and an opportunity to appear before the board and present his defense.

ARTICLE IV

Departments

Section 1. The activities of the institute may be conducted by and through such appropriate departments, divisions or bureaus as may from time to time be determined upon by it.

Section 2. Until and unless the institute at a regular meeting (or special meeting called for the purpose) acts in the creation of said departments, divisions or bureaus, the Board of Directors shall have full authority to act in the premises, in the creation and setting up said departments, divisions or bureaus, and defining their duties and the scope of their activities.

ARTICLE V

Initiation Fee and Dues

Section 1. The initiation fee shall be \$25 for membership in the institute, and upon payment of same and election to membership the Board of Directors shall issue a certificate of membership in the institute; but membership in the institute shall not be assignable or transferable.

Section 2. For the purpose of fixing the rates of dues the membership of the institute shall be divided into the following classes:

Class A. This class shall comprise the manufacturers of hardwood (and cypress) lumber.

Class B. This class shall comprise the manufacturers of sawn and sliced veneers.

Class C. This class shall comprise the manufacturers of commercial rotary veneers.

Class D. This class shall comprise the manufacturers of other hardwood forest products, such as box shooks, veneer for box shooks, staves, headings, ties and dimension stocks.

Section 3. For the remainder of the present calendar year the dues of the said respective classes shall be as follows:

Class A. Five cents per thousand feet log scale, based on the annual average cut for the five years prior to 1922, or such part thereof as the member may have operated.

Class B. Fifteen cents per thousand feet, fitch measurement, or face measurement of veneer, reduced to fitch measurement, based on the average annual production for the five years prior to 1922, or such part thereof as the member may have operated.

Class C. Five cents per thousand feet log measure, based on the average annual footage of logs used for the five years prior to 1922, or such part thereof as the member may have operated.

Class D. Five cents per thousand feet log measure, based on the average annual footage of logs used for the five years prior to 1922, or such part thereof as the member may have operated.

In all classes in case of a member beginning operations the fee shall be based upon the estimated production of the current year.

Provided, however, that the minimum dues for said first year per member shall be \$50.

Said dues shall be paid at such times and in such installments as directed by the Board of Directors.

Section 4. After the first year the dues of the members for the respective classes shall be fixed from time to time by the Board of Directors.

Section 5. When an assessment of dues is made it shall be binding on all who are members at the time such assessment is levied, and any member failing to pay same, or any installment thereof, within thirty days after it is due will be subject to suspension.

Section 6. Any member who has paid his dues and other obligations in full for the calendar year may withdraw from the institute by giving thirty days' notice in writing and surrendering his membership certificate.

ARTICLE VI

Meetings

Section 1. There shall be an annual meeting for the election of officers and the transaction of other business each year; the exact date and place of such meeting shall be fixed by the Board of Directors, and notice of such meeting shall be mailed to all members of the institute at least thirty days prior to the holding thereof.

A semi-annual meeting for the transaction of general business may be held each year, notice of which shall be given in the same manner as for the annual meeting. Special meetings of the institute may be called by the president or by a majority of the Board of Directors, but at least fifteen days' notice shall be given of the time, place and purpose for holding such meeting.

Section 2. Meetings of the Board of Directors shall be held at the call of the president; or a majority of the Board of Directors may call and hold meetings at such times and such places as they think fit.

ARTICLE VII

Quorum

Section 1. At any regular or called meeting of the institute, those attending being not less than fifty, shall constitute a quorum for the transaction of business.

Section 2. At any regular or called meeting of the Board of Directors, those attending being not less than seven, shall constitute a quorum for the transaction of business.

Section 3. At any regular or called meeting of the Executive Committee, those attending being not less than five, shall constitute a quorum for the transaction of business.

ARTICLE VIII

Officers and Directors

Section 1. The officers of this institute shall consist of a president, first and second vice-presidents, treasurer, secretary-manager and twenty-one directors.

Section 2. The president, vice-presidents and treasurer shall be elected by ballot at each annual meeting for a period of one year.

Section 3. At the annual meeting there shall be elected twenty-one directors, seven of whom shall be elected for a term of three years, seven of whom shall be elected for a term of two years, and seven of whom shall be elected for a term of one year, and at each succeeding annual meeting there shall be elected seven directors for a period of three years.

Section 4. The elective officers and directors shall constitute a Board of Directors, and shall hold office until their successors shall have been elected and duly qualified.

Section 5. The president and six of the directors shall constitute an Executive Committee. The appointment to the Executive Committee shall be made by the president at the annual meeting, to serve one year, and said appointments shall be approved by the Board of Directors. The Executive Committee shall have the full power of the Board of Directors, save at such times as the board of Directors are in session.

Section 6. The Executive Committee shall meet at the call of the president as often as the business of the institute requires.

Section 7. The secretary-manager shall be appointed and salary fixed by the Board of Directors and be subject to the direction of the Board of Directors.

Section 8. The president shall at each annual meeting appoint a Nominating Committee to prepare a ticket of officers and directors to be voted upon, but nominations other than those submitted by the committee may be made from the floor. A majority of all votes cast shall be necessary for the election of any candidate to office.

Section 9. In the case of vacancies on the Board of Directors, or in any of the official positions, the same shall be filled by the Board of Directors at any meeting.

ARTICLE IX

Duties of Officers

Section 1. It shall be the duty of the president to preside at all meetings of the institute.

Section 2. In the absence of the president, the first vice-president, and in the absence of both, the second vice-president shall perform the duties of the president.

Section 3. The treasurer shall keep an account of all moneys received and expended for the use of the institute and shall make distribution only upon vouchers issued by authority delegated by the Board of Directors. When his term of office expires he shall deliver to his successor all moneys, books, papers or other property in his possession belonging to the institute, or, in the absence of the treasurer-elect, same shall be delivered to the president.

Section 4. It shall be the duty of the secretary-manager to give notice of and attend all meetings of the institute and the Board of Directors; to keep a list of all members of the institute; to collect all dues and pay them to the treasurer; to keep properly classified accounts of all receipts and expenditures; to prepare an annual and semi-annual report of all transactions and the condition of the institute, and to perform any and all duties which may be required of him by the Board of Directors.

Section 5. The Board of Directors shall have power to select its chairman; to appoint committees from the membership of the board or of the institute; to receive moneys and to disburse same; to devise and to carry into effect such measures as they may deem proper and expedient to promote the objects of the institute; and shall be vested with full powers of the institute, save at such times as the institute is in session.

ARTICLE X

Amendment to the Constitution or By-Laws

Section 1. The constitution may be amended at any meeting of the institute by a majority vote of the members present, but no amendment shall be considered at any such meeting unless written notice of the pro-

posed amendment or change shall have been submitted to the membership at least thirty days prior to the date of such meeting, and it shall further be the duty of the secretary-manager to incorporate such proposed amendments or changes in the call or notice for the holding of the said semi-annual meeting.

Section 2. The Board of Directors of the institute shall be authorized to make and amend the by-laws of the institute.

BY LAWS

ARTICLE I

Section 1. The order of business shall be as follows:

- Roll call.
- Reading of the minutes of the last meeting.
- Report of the officers.
- Report of committees.
- General business.
- Election of officers (at annual meeting).
- New business.
- Adjournment.

Section 2. Robert's Rules of Order shall govern the meeting of the institute and its subservient bodies as to parliamentary usages when not inconsistent with the constitution and by-laws.

Section 3. The secretary, at any regular meeting, shall make a register of all those present entitled to vote.

ARTICLE II

Committees.

Section 1. The president shall annually appoint standing committees as hereinafter enumerated for the purposes as designated.

Section 2. All standing or special committees of this institute shall have full power to act, subject to the ratification of the Board of Directors at any meeting of same.

Section 3. Committee on Membership: To take such steps as are necessary to increase the membership of the institute; to receive and to pass upon the eligibility of those making application for membership, taking

into consideration their status as manufacturers and their business integrity and reputation.

Section 4. Committee on Assessments: Consisting of five members, who shall assess the annual dues as provided in Article V of the constitution, with power to have audited the records of the members as to their production.

Section 5. Committee on Advertising: This committee shall consist of five members, and shall co-ordinate and supervise subject to the Board of Directors such advertising as the institute may cause to be done.

Section 6. Committee on Finance: To consist of three members, who shall attend to the auditing of the books of the institute and handle such other matters as should properly come before such a committee.

Section 7. Committee on Resolutions: To consist of three members, to be appointed by the president at each meeting of the institute, to which shall be referred all matters which should properly come before such a committee.

Section 8. Committee on Reports and Statistics: To work out plans for the securing and tabulating of such information and statistics as will be of interest and value to the membership, and to determine on the form in which information shall be distributed to the public, with power to have audited the records of the members on which their reports are based.

Section 9. Committee on Standardization, Nomenclature, Grading and Inspection Rules and Inspection Service: To consist of five members to whom shall be referred and who shall consider and make recommendations in respect to all subjects respecting standardization, nomenclature, grading and inspection rules and inspection service, reporting thereon to the Board of Directors.

Section 10. Committee on Press and Publicity: To consist of three members.

ARTICLE III

Section 1. The Board of Directors may, in accordance with Article X, Section 2, of the constitution amend these by-laws and make such additional by-laws and rules for the transaction of the business of the institute as its development may require.

National Lumber Manufacturers' Association Plans Further Standardization Meetings

The second step in the lumber industry's program of simplification of grades and rules, it has been announced by the National Lumber Manufacturers' Association, who was elected the acting body at the May Washington standardization conference to formulate the simplification plans, will be held at the Forest Products Laboratory, Madison, Wis., beginning July 13 and continuing to July 20.

In addition to the delegates from the subscribing association who participated in the standardization conference, the following committee of technical men has been chosen to act in the capacity as advisors:

Chester J. Hogue, West Coast Lumbermen's Association; Dudley F. Holtman, (chairman), National Lumber Manufacturers' Association; J. E. Jones, Southern Pine Association; Theo. F. Laist, National Lumber Manufacturers' Association; Louis C. C. Laursen, Pacific Coast Inspection Bureau; John A. Newlin, Forest Products Laboratory; George W. Strehan, Southern Pine Association; Arthur T. Upson, Forest Products Laboratory; Hermann von Schrenck, consulting timber engineer, and representatives of the United States Department of Commerce, to be named later.

The reports and recommendations of this committee and representatives of the subscribing committee, it is planned, will be submitted to the general conference of manufacturers and others, who will meet in Chicago July 21-22. Immediately following the Chicago conference the present plan is to conduct a series of meetings throughout the country and let the trade know what the associations are trying to do and seek their co-operation.

In issuing the call for the meeting, the following notice was sent to the committee of technical advisers and to each member of the subscribing association, and to the delegates who attended the Washington lumber standardization conference:

I—SIMPLIFICATION OF GRADES AND NAMES

July 12-20—At Madison (U. S. Forest Products Laboratory)—Technical committee of association engineers and technical experts; chairman, D. F. Holtman, construction engineer.

July 21-22—At Chicago—General conference of all lumber organizations, called by the National Lumber Manufacturers' Association, in accordance with resolutions passed at Washington standardization conference, May 22-26.

July 26 (tentative)—Conference of lumbermen, including representatives of producers, distributors and consumers, at Portland, Ore.

July 29—At Chicago, Congress Hotel—Committee on simplification of

grades and names of 14 members of lumber producers, including chairman, to be later designated (to serve with respect to both grades and inspection; see below).

Representation to committee of producers:

- (a) One from each subscribing association.
- (b) One from National Hardwood Lumber Association.
- (c) One from Hardwood Manufacturers' Institute.

II—ORGANIZATION OF INSPECTION SERVICE

July 20—At Chicago—Meeting of association inspection officials and chief inspectors to consider methods of procedure on resolution relating to nationally supervised inspection.

July 21-22—At Chicago—General conference of lumber organizations; see above.

July 26 (tentative)—Conference of lumbermen at Portland, Ore.; see above.

July 29—At Chicago, Congress Hotel—Inspection service, representing National Lumber Manufacturers' Association and regional associations (same as committee on simplification of grades and names).

Committee to have assistance of:

- (a) Technical committee of association engineers and technical experts on simplification of grades and names.
- (b) Association inspection officials and chief inspectors on organization of inspection service.

III—GRADE MARKING

Lumber Division of Bureau of Foreign and Domestic Commerce invited to make, in behalf of the lumber industry, a report on the use, cost and practicability of grade-marking and lumber marking as practiced both in the United States and abroad:

- (1) Practicability.
- (2) Extent of practice.
- (3) Method of applying.
- (4) Cost.
- (5) Arguments pro and con, applying to:
 - (a) Domestic trade.
 - (b) Foreign trade.
- (6) Effect of grade marking on:
 - (a) Quality of manufacture.
 - (b) Demand for marked lumber.
 - (c) Price of lumber.
- (7) Relation to inspection service.
- (8) Competitive advantages of grade marked lumber.
- (9) Competitive disadvantages of grade marked lumber.
- (10) Foreign countries where:
 - (a) Lumber produced is generally marked.
 - (b) Lumber sold is generally marked.

IV—SIZE STANDARDIZATION

July 21-22—At Chicago—General conference of lumber organizations; see above.

July 26 (tentative)—At Portland—Conference of lumbermen; see above.



JOHN W. McCLURE

Memphis, Tenn.

**Elected President National Hardwood Lumber Association,
Chicago, June 23, 1922**

The New President of the National Hardwood Lumber Association

A Biographical Study

THERE are few men who have travelled in as straight a line as has John W. McClure, the new president of the National Hardwood Lumber Association. The consistency of Mr. McClure's progress is calculated to excite the envy of less happily organized men. His career seems not to have been marred at any point, as often is the career of other men, by vacillation and uncertainty, false starts and stumbles, falls and recoveries, turnings, this way and that, like the fitful weather cock. With an almost uncanny directness, he has moved along to wealth and a high position in his chosen field of endeavor—the hardwood industry.

This might suggest a lack of struggle, a movement along the line of least resistance, luck, or something of the sort. But this is not true. John McClure had no advantage that the average American boy doesn't enjoy; he didn't rise by pull, but had to work hard for everything he has ever achieved. His success has been continuous because he started out by being master of himself. He is a remarkably self-controlled man and has never permitted himself to be led away by an illusion, nor blown out of his course by a passion. Early in life he concluded that he would know something, make money and be something, and he has held himself rigidly to the accomplishment of that purpose. He is possessed, too, of a genuine bigness, the momentum of which has quietly and steadily urged him forward from one success to another. There is a graciousness about him that is winning and he has the ability to persuade men to work with him and for him with the minimum of resistance. The charm of his affable disposition is enhanced by a tall, stalwart body, the result of a rugged Scotch-Irish ancestry and a life time of devotion to athletics and clean living. He is reserved, but not cold, and a kindly smile always hovers about his firm mouth. His gaze is direct and unwavering. The men of the hardwood industry have implicit faith in John McClure's integrity and his ability to get things done. There are those in the industry of convivial disposition to whom his strictly abstemious habits (he uses neither liquor nor tobacco in any form) do not particularly appeal. But this antagonism does not prevent those who indulge in this feeling from endorsing John McClure when the industry is in search of a leader of dignity, capable of clear thinking and tireless devotion to duty.

Stood on Tip-toe to Reach Knowledge

John McClure has confided to his friends that his controlling desires have always been to learn, to serve and to save. There is abundant proof that in this particular he has correctly analyzed himself. His desire to learn began to make itself manifest before he got out of swaddling clothes. As soon as he could walk and talk he began tip-toeing to reach a top drawer where his mother kept old papers. He would take these old papers to anyone who would help and ask what the letters were and what they meant. This was before he was two years old. Before he was three this avidity for knowledge had enabled him to master the alphabet and by the time he was four he could read and write a little.

His other ruling propensities, that is, the desires to serve and save, or, rather, to work and save, were almost as early revealed in his character. His father had moved his family to Hopkinsville, Ky., before the days when telephones were common and John used to run errands for the neighbors, gaining the reputation of never forgetting a message. Frequently a neighbor who had older boys than he would send him to the corner grocery for a spool of thread or a cut of meat, because the neighbor understood that John was disposed to bring back, and that quickly, what he had gone after. For these errands John received small sums of money and instead of spending these earnings for stick licorice

and other things dear to the palate of the small boy, he saved them. Thus when he reached four years of age and his mother was ready to graduate him from the sexless raiment of the infant to pants, his thrift had netted him enough to buy his own outfit—suit, shoes and cap. John remembers that this rig cost him \$14. It was a big day in his life.

Throughout the gangling, red-haired, freckle-faced days of his adolescence, John continued to grasp firmly any opportunity to turn an honest penny that ventured within his reach. He acquired a smattering dexterity at the carpenter's trade and during vacations put on shingles and siding for the neighbors in need of such work. During this period he also read a great deal, for the studious bent of his babyhood had remained.

In the year 1891, John's father, who was a contractor and bridge builder, originally from near Londonderry, Ireland, moved his family to Memphis. In this year John entered high school. During his high school days he joined his fellows in their conventional sports, but didn't devote so much time to play that he couldn't lead his class all the way. In 1896 he graduated with honors.

Begins His Hardwood Career

By this time John had begun to feel pretty strongly the urge of ambition, and he soon had an opportunity to obey it. He seized this opportunity with his customary firmness and promptness. After graduation he had started to Y. M. C. A. night school to learn stenography. But at the time the aforementioned opportunity raised its head he had only had a few lessons in shorthand and none in typewriting. He saw a blind ad in a local paper which advertised the need of an expert stenographer. In spite of the glaring difference between his own skill as an amanuensis and that of an expert, John had the nerve to answer the ad. He made a simple request for an interview and was much surprised to receive a reply from a lumber firm, granting his request. He learned afterward that this letter had been selected from a large number of others because of its clear and careful handwriting. The resulting interview was naturally most interesting and John succeeded in convincing the lumbermen in search of an expert stenographer that they did not so much need an expert stenographer as they did a willing lad named John McClure. While thus advising his prospective employers, John saw on the desk before him a credit memorandum, showing the purchase of a carload of lumber, and an invoice for the sale of the same car. The difference of purchase and sale price revealed to John's quick eye a snug profit, and he was convinced that this was a business worth learning.

The job which he secured by this interview was his first and only one, and from now on you will begin to perceive the directness of his progress. The job commenced Jan. 1, 1897, and lasted exactly five years. It was with the old firm of Taenzer & Thompson, consisting of E. E. ("Ed") Taenzer and J. W. ("Jess") Thompson. When the latter partner sold his interest, the firm continued as E. E. Taenzer & Co.

John McClure started in on his first and only job with a salary of \$30 a month, but by the second year this had been advanced to \$75. The young clerk early evidenced an aptitude for the business and when, after only a few months, a yellow-fever scare struck Memphis and both of his employers left the city with their families, he assumed the management of the business. He stuck to his post throughout the summer, but only a few deaths occurred and there was no epidemic in Memphis.

Saves Capital from Earnings

It so happened that John was the oldest of a family of six,

(Continued on page 431)

National Holds Epochal Meeting

Tremendous Delegation of Hardwood Manufacturers and Distributors Adopts Sales Code and Recommends Expansion of Service of Association to Include Statistics, Hardwood Research to Improve Utilization, Making of Inspection Available to Non-Members and Buyers in the Foreign Markets; John W. McClure Elected President

The tremendous attendance, the enthusiastic and unified loyalty of the members, adoption of a National Hardwood Sales Code, and the determination to consider other lines of endeavor to meet what appears to be the special needs of the times, all combined to make notable and epochal the twenty-fifth, or silver, anniversary meeting of the National Hardwood Lumber Association, at Chicago, in the Gold Room of the Congress Hotel, June 22 and 23.

The business sessions of the two days were presided over by Horace F. Taylor of Buffalo, N. Y., the retiring president, and were marked by the large attendance of the members. The Silver Jubilee dinner, tendered by the association on the evening of June 22 to members and invited guests, resulted in the largest attendance in the history of the association. Over a thousand were there, and almost as many attended the smoker given on the evening following. At all the sessions, business and social, delegates were present from the 35 states and the three provinces of Canada, which the membership of the association covers.

The unanimity of the members in the voting on various questions, which marked the closing session the afternoon of June 23, was remarked by President Taylor, who had occasion also to refer to the unusually large number in attendance.

The adoption of the National Sales Code, which was presented to the convention by Earl Palmer of Memphis, chairman of the Sales Code Committee, was one of the unanimous agreements to which Mr. Taylor referred.

Mr. Palmer brought the code into the convention from a sales code conference on June 21 at the Drake Hotel, which was attended by over 100 representatives of associations of hardwood consuming industries, and producers and distributors of hardwood lumber. Over thirty organizations were represented by these more than one hundred delegates. The presentation of the code on the floor of the convention was the culmination of a year of unremitting labor on the part of Mr. Palmer and his associates.

In presenting the code Mr. Palmer explained that it represented not alone the thought of the committee, but of the users of hardwoods throughout the country. "The code is not a National Hardwood association sales code only," said Mr. Palmer, "it is not the committee's code, nor, in the narrow view that some are disposed to take, 'Palmer's code'—it is the code of all the agencies which participated in its making."

Mr. Palmer called attention to the fact that the use of the code is not compulsory, but is optional; and that it must be adopted by the various hardwood producing and consuming associations, represented at the sales code conference, just as it must be adopted by the National Hardwood Lumber Association.

On the vote of the members, the Sales Code Committee was asked to continue its existence for the ensuing year, in order to work for the acceptance of the code throughout the trade. Upon the suggestion of M. M. Wall of Buffalo, a member of the committee, the committee was authorized also to interpret the code to the trade for the next year, so that a general understanding of its provisions may be effected.

Officers Asked to Consider New Work

The new endeavors which the association is committed to the consideration of are provided for in the following resolution, which was presented by the Committee on Officers' Reports, and unanimously adopted:

We find in the President's report the following suggestions:

1. Statistical work or department to gather and compile data for use of the public through the agency of the Department of Commerce.

2. The establishment of a Department of Hardwood Research to study the best uses of various species for recommendation to the consumers of the most suitable material for particular use. To this may be added a campaign for trade extension in various woods, for the education of the public and the benefit of the timber owner and lumber producer.

3. A means of making National Hardwood inspection and its accompanying guarantees available to non-members.

4. A plan for providing foreign purchasers with the same guarantees and facilities for reinspection available to domestic buyers.

Your Committee recommend that inasmuch as these suggestions are in the nature of a departure from past policies of the Association, they be referred to the officers and Board of Managers for prompt and careful study.

The committee which presented this resolution was composed of E. V. Babcock, chairman; F. S. Underhill and J. V. Stimson.

Hardwood Conference Is Suggested

In reference to the recent and now celebrated Washington lumber conference, the resolutions committee brought in a resolution, which purposed to point out certain "salient facts" not taken into account by the Department of Commerce, and also to reaffirm the original purposes of the National Hardwood Lumber Association; to suggest to Secretary Hoover a conference of hardwood producing and distributing interests to consider the secretary's ideas on standardization and trade practice, and to insist, as the delegates of the National to the Washington conference did, that "questions affecting the hardwood industry must, as a matter of practical necessity, be considered and administered separately from those affecting the softwood industry." This resolution was unanimously adopted, and is as follows:

WHEREAS, It appears that there is not a complete understanding on the part of some of the public as to the purposes and accomplishments of the National Hardwood Lumber Association, and

WHEREAS, In an address delivered on June 22, before the Association by an official of the Department of Commerce, it was made evident that in the Department's suggestions for standardization within the lumber industry, there has not been taken into account salient facts with which the industry itself is thoroughly acquainted, and,

WHEREAS, It is in the interests of the public and of the industry, and of the Department of Commerce as an agency for the public interest that a brief statement by those competent to know the facts be made; now,

The Original Purposes.

BE IT RESOLVED, That the members of the National Hardwood Lumber Association, in their Twenty-fifth Annual Convention, reaffirm the original purposes of their organization as set forth in Article 3 of their Articles of Association, to-wit:

"To promote the welfare and to protect the interests of the hardwood trade; to establish, maintain and apply a uniform system for the inspection and measurement of hardwood lumber";

BE IT FURTHER RESOLVED, That this Association confirms the pledges already given by its representative at the Washington conference to support and further, as far as practicable, the purposes of the national government as expressed by Secretary Hoover of the Department of Commerce; and to this end tenders, for the consideration of the Department of Commerce, the suggestion that there be called a conference of all hardwood manufacturing and distributing interests, with a view to the practical development of the Department's ideas. To such a conference the National Hardwood Lumber Association will gladly send a delegation.

BE IT FURTHER RESOLVED, That the National Hardwood Lumber Association is qualified, as an organization, to deal directly with the government through the Department of Commerce, upon any and all questions affecting the hardwood industry;

Should Take National Rules Into Account.

BE IT FURTHER RESOLVED, That in the judgment of the members of the National Hardwood Lumber Association, a truly national organization and admittedly occupying a commanding position in the industry by reason of its membership of 1,408 representative hardwood producing and distributing concerns, located in thirty-six states and three provinces of Canada, it is essential to the Department of Commerce, in its contemplated undertaking in the public interest to foster and promote lumber standardization, that the measure of standardization and simplification of hardwood already achieved by the National Hardwood Lumber Association be taken fully into account and that due recognition be given the facts, that during its twenty-five years of activity, this Association has succeeded in standardizing to the general satisfaction alike of producer, distributor and consumer, the twenty-eight or more species of commercial hardwoods under a single simplified system of grading and measurement, recognized and honored throughout the world, and which provides at the same time, complete protection to the consumer as to quantity and quality;

BE IT FURTHER RESOLVED, That questions affecting the hardwood industry, must, as a matter of practical necessity, be considered and administered separately from those affecting the softwood industry; that in the hardwood standardization already developed within the industry itself by this Association there has been provided a foundation upon which may readily be built such additional structure as will further serve the practical advantages of the consuming public as well as of the industry.

The resolutions committee comprised the following: **H. B. Curtin, J. C. Wickliffe, E. T. Turner, Geo. F. Kerns, W. E. Chamberlin, Chairman.**

Commercial Bribery Condemned

The resolutions committee presented, and the members also unanimously adopted, a resolution condemning the "widespread practice of commercial bribery," and resolving "that the officers and members of this association are hereby urged to help in securing the elimination of commercial bribery by law, by advocating adequate national and state legislation, and that this association cooperate with the Commercial Standards Council in its endeavors to stimu-

late and direct an organized effort to preserve the big, clean, constructive principles in American business."

Election of Officers Held

The election of officers for the ensuing year, and nine directors, completed the business of the convention, with the exception of the brief addresses made by the new officers as they were installed. The officers elected were as follows:

President—**John W. McClure, Memphis.**

First Vice-President—**B. C. Currie, Philadelphia.**

Second Vice-President—**John R. Thistlethwaite, Washington, La.**

Third Vice-President **John I. Shafer, South Bend, Ind.**

Directors to Serve for Three Years

Horace F. Taylor, Buffalo, N. Y.

E. V. Babcock, Pittsburgh, Pa.

C. F. Maples, Knoxville, Tenn.

L. H. Wheeler, Wausau, Wis.

R. C. Stimson, Memphis.

D. E. Chipps, Fort Worth, Tex.

Thos. O'Berry, Enterprise, N. C.

W. L. Saunders, Cadillac, Mich.

Directors to Serve for Two Years

Frank G. Otis, New Orleans, La.

Officers' Reports Unusually Vigorous

The features of the opening session of the convention on the morning of Thursday, June 22, were the annual address of President Taylor and the annual report of Frank F. Fish, secretary-treasurer. Both of these papers were unusually vigorous and informative, considering, as they did, all the vital movements of the day affecting the hardwood industry. The report made by Secretary Fish was the seventeenth annual account he has given to the members of his stewardship. Both papers are printed in full in the order delivered.

President's Address

In inviting you, gentlemen, to take up the order of our program, I may say at the outset that no more acceptable task falls to the chairman than that of extending to you all the very cordial greeting of the National Hardwood Lumber Association, which can be offered in this personal way only at an annual meeting. This occasion has very special significance, for it marks not only the annual period, but is, as you know, the twenty-fifth meeting of the association, and, therefore, our "Silver Jubilee." I hardly need to ask you each to join us in offering the spirit of hospitality and welcome to all the others, for that is always the atmosphere of our meetings; and it is my particular privilege to greet you all on behalf of the association itself, which, although an institution, is distinctly a human kind of being having all the vitality and hope and promise that go with the mature manhood we have reached on this important birthday we are here to celebrate.

When we view our earlier years from today's vantage point, their problems seem comparatively simple; they were naturally concerned very largely with the proper "bringing up" of a growing organization, in order



Frank F. Fish, Secretary-Treasurer



Earl Palmer, Chairman Sales Code Committee



Horace F. Taylor, Retiring President

that its advancing and more complete development might bring the symmetry and the strength necessary for the larger usefulness that we can now plainly see has come to us with maturity. A deliberate survey will bring conviction that this growth and culture have been well calculated to equip us for our present and very obvious responsibilities and opportunities, and you will agree that we awake on this particular twenty-fifth birthday anniversary to problems of very much more weight and import than any of our earlier years. Indeed I believe that we are offered in the present circumstances a challenge to the very best of which our association is capable, and that every one of you will recognize at once the efficient agency we have at hand in this splendid organization of hardwood men, for accomplishing every reasonable purpose that can be required of us, not only within the industry itself, but as our proper contribution toward the benefit of the consuming public we are permitted to serve. For responsibility and opportunity are equal, when measured by the same unit of intelligence, applied in the spirit of high purpose.

Lumber Inspection

The original and controlling purpose of the National Hardwood Lumber Association has been to provide and administer a fair and practical system of inspection for hardwood lumber. Regulations designed to carry out this purpose have not been prepared overnight and carelessly, nor in any snap way to hurriedly meet the demands of some ulterior purpose, nor have they been composed in servile response to the dictate of some influence or authority outside the industry itself. On the other hand, and as you gentlemen well know, this accepted plan of inspection is the result of twenty years of conscientious study and contact with the manufacture and use of hardwood lumber, and of a perfectly natural process of evolution, and it possesses, therefore, the peculiar merit and integrity that come only with that kind of growth. These are the reasons why the inspection rules of the National Hardwood Lumber Association have not only successfully resisted efforts aimed at their destruction, but have earned almost universal approval, and consequent use by every branch and corner of the industry from the manufacturer to the final consumer. These rules are "scientific" in just so far as the term scientific can be used in a practical business sense, and in just so far as the classification of trees, as the source of our raw material, supplied by nature in infinite variety of form and quality, can be reduced to the terms of a formula to be expressed by practical men. We frankly admit that perfection has not been reached in these rules or in their application, but the charter of general approval they enjoy by reason of their general adoption at once gives discredit to the sincerity or information of those few persons who from time to time would destroy them to give place to an uncertain and untried substitute.

The care and the honesty of purpose with which not only our inspection work, but other branches of association effort are conducted, is beyond question. The material facts of our extensive membership roll and of our sound financial condition confirm in these two aspects the success of the organization. Please let me repeat, therefore, that we are wonderfully well prepared and equipped for any further useful place that destiny may offer us within a proper field.

In looking about us today with the idea that perhaps our work should be extended, the question is not what we ought to do, but what we ought not to do, for there are many paths open, each to be approached with caution, however, and with a saving knowledge of the practical limitations within which additional activities may promise to maintain our past record of success and approval. Thus far, our strength has laid in rigid adher-

ence to the primary purpose of the organization, a simple purpose but an all-engaging one, as indicated by the statement that the present annual business turnover alone of the association amounts to between \$300,000 and \$350,000 a year, requiring a large staff of trained men, and having to do with a volume of work that will be more fully and ably covered in the report of your secretary-treasurer. The difficult question is how, if possible, to add to our usefulness, and at the same time preserve for our present large task, and to insure for any added efforts, the confidence we have now established in the integrity and efficiency with which the affairs of the association are conducted.

Sales Code

At last year's annual meeting in Philadelphia the members of the association wisely violated our traditional "singleness of purpose" by a majority vote favoring the preparation of a "National Sales Code," to be submitted to the present convention. You will recall this action of last year, when resolutions were adopted in effect that "it is the sense of this body that a sales code be adopted by the National Hardwood Lumber Association," and that "a committee of five be appointed to take charge of this code, work it out and present it to us at our next meeting."

Extreme care was exercised in selecting this sales code committee, so that its members might be fully representative of our entire membership, and command the confidence as well as of the consuming industries, and the association is to be congratulated upon the type of men who were willing to accept the arduous duties entailed, involving conference and correspondence to enlist the interest and harmonize the divergent views of some fifty or sixty lumber trade and lumber consuming organizations, and culminating in a meeting yesterday whose result promises the submission to the convention tomorrow of a carefully thought out sales code, representing such a resolution of honest but differing viewpoints as I believe has never before rewarded the efforts of any group in the hardwood industry. Tomorrow's discussion may perchance disclose a variety of opinion among our own members as to this particular code, or may revive the basic question whether you really want a code; this latter question for the reason that the enthusiasm of many who last year urged the adoption of a code, was occasioned by unusual conditions in the trade following the war, and particularly during 1920, when the rapid fluctuation of values and the unstable condition of supply and demand often gave rise to conflict between buyer and seller, and the unjustifiable repudiation of contracts. These compelling reasons of last year may not now be so evident. The report of this sales code committee, however, will certainly be given your most earnest attention. If the hardwood trade here represented now decides that a sales code is required, I need not repeat the conviction expressed one year ago, that our association is the one organization through which a fair code can be successfully promulgated in the interest of producers and dealers alike, and at the same time in the interest of the large representation of consumers whose cooperation has been so diligently sought and so helpfully given in the preparation of the code now to be presented.

Having reminded you that we have thus already strayed from the path of tradition, and in the direction of true enterprise as I take it, by seriously considering the adoption of a sales code, I will take the liberty now of proposing for your consideration other projects which should have our careful thought and united action, if that be your wish. Just as an individual may not always be the best final judge of his own opportunity, so as an association we may now be called upon to respond to what comes to us either as a direct popular demand, or as the suggestion of our Fed-



Ben C. Currie, First Vice-President



J. R. Thistlethwaite, Second Vice-President



John I. Shafer, Third Vice-President

eral Department of Commerce in the public interest, that we attempt several new lines of work seemingly called for by the present business and economic situation, despite the fact that such excursions into new fields may not have seemed wise heretofore. I will take occasion, therefore, to mention four or five of these projects.

Statistical Information

I suggest that we consider the establishment of a statistical department for our own use and for the benefit of the public through the cooperation of the Department of Commerce, confining our work, of course, within the limits of the law. This would not be entirely a new undertaking, because some months ago at the request of the Department of Commerce, we undertook for a brief period to supply statistical information for the use of that department. It is not necessary to urge that we are in a preeminently favorable position to collect trade data, relating not only to production but to stocks on hand at various points, because of the wide geographical distribution of our membership, covering about thirty-five states and including between 1,400 and 1,500 members. We have every reason to infer that the Secretary of Commerce would look with favor upon the efforts of our association to be of service in this particular field.

Another line of endeavor, in which we would be following a recent suggestion of Secretary Hoover, is through the special study of hardwood utilization. Our recent cooperation with the forestry department for the more extensive use of hardwood dimension in order to provide cheaper material for the consumer and to save freight on waste material, already gives us an introduction to such work. It may be desirable for us, however, to set up a department of our association for such work, and, if deemed advisable, to supplement it by giving proper publicity to the merits of various hardwood species and to the economy of their use, in order to meet the threatened inroad of other materials offered in competition. There is no doubt that the establishment of a bureau of hardwood research might call for special income to be provided by those members who would receive the more direct benefit from its results.

The recent lumber conference at Washington disclosed some desire on behalf of the consumer which may be construed as calling for a method by which official association inspection can be made available to buyers without regard to their association membership. Such a provision relating to hardwood transactions, if the guarantee of this association were thereby extended to non-members, would, of course, call for some means by which the cost of this insurance, now included in dues and fees as regards membership transactions, would be paid in the case of outside transactions by those who benefited by such guarantees.

Foreign Service

Another extension of service, and one also suggested by Secretary Hoover, is a means for the protection of purchasers in foreign countries against inferior grades by giving such foreign purchasers guarantees and facilities for reinspection similar to those available to domestic customers.

Undoubtedly the several suggestions offered will require the most careful consideration, if you deem it wise to give them a place in our future program of activity. You may think it well, therefore, to refer them to a special committee or committees, or to your executive committee or board of managers for study and recommendation.

Governmental Control

This report would certainly neglect one of the most difficult problems of business if it made no allusion to the widespread demand at present for governmental control of industry. It is quite useless to debate just now either the occasion for this popular sentiment, or the manner or extent of the official response it receives from the Federal authorities, or the measure and character of the control constituting this new function of government. It is certainly "a condition and not a theory" that confronts both government and business. We must no doubt be content with the view that it is one of those large movements of the times difficult to understand, but necessarily to be tolerated with patience and with a considerable measure of faith as to the outcome.

Our distinguished and honored president of these United States and his chief supporters are beyond doubt guided by the slogan—"Less government in business and more business in government." There is every evidence that responsible officials are attempting to help business, that their motives are beyond question, and that they are at the utmost pains to discover and employ measures in this regard that shall be sound and constructive as well as searching and effective. It is, of course, unavoidable that in the application of this principle, through the admitted human limitations of those who represent business as well as of those who represent the government, it is difficult to avoid apparent or real injustice to some of those upon whom the results fall. Confronted as we are with the necessities of a new situation, we can only meet in good spirit the challenge which comes to us as intelligent business men and patriotic citizens, confident in the safe destiny of all our common interests. *We have one supreme duty, however, in this whole connection, and that is to see that social and industrial justice is not perverted to the selfish benefit of any class, whether it be a social class or a favored group in any branch of business.* (Author's italics.)

Association Work

As many of you gentlemen are aware, I have made use of several previous opportunities to emphasize what may be called the practical ethical view of trade association work. It has always seemed to me a rather

common error to lay too much stress upon the joining of hands and resources with a controlling purpose to assert common rights, without giving equivalent attention to the gain that accrues to character, as well as to the bank account, through recognition of the complementary rights of those with whom we have our dealings. There is a wide difference between selfishness and enlightened self-interest. To recognize enlightened self-interest as our individual or association motive requires no apology or defense, and I am sure in the long run has the very practical merit of assuring us the most profit both material and otherwise. If we get together exclusively as producers, or exclusively as distributors, for instance, and carefully nurse and proclaim an imaginary monopoly of either of these little fields, we only succeed in arousing immediately the hostility of our neighbors in adjoining fields, who should be cultivated as our friends. Not only so, but this sort of inbreeding process soon accentuates the peculiarities of the type, and the assertion and evidence of exclusive and narrow self-interest become more and more emphatic and objectionable. For similar reason, it always has been, and now is, my conviction that it is inadvisable for hardwood producers to get together by themselves if it be chiefly for the purpose of proclaiming, for example, that *"lumber grades and measurement must be"* thus and so, and that *"if the buyer does not like our inspection and make settlement therefor according to our particular rules drawn up to suit our ideas of convenience, why then he simply can't have any of our lumber—and that is all there is to it."* (Author's italics.) If one cares to develop this line of argument to its perfectly logical conclusion, it results in nothing but absurdity and the eventual failure of an organization built upon this kind of principle. The curious thing is, that if you put this proposition up to almost any individual you know, he will be quite serious, if not sincere, in his denial that he transacts business in so narrow a way; and yet the same type of individual seems to feel that by uniting with others under such a program, each member can hide behind the crowd and the selfish policy can be put across by mass action. This is simply a closed shop idea, and being economically and practically unsound, promises only constant conflict and eventual failure in this American country of ours.

It rather pleases me to offer this theory again, and especially to the members of the National Hardwood Lumber Association, for in this company I believe it receives a sympathetic hearing. Our association has always tried honestly to avoid this narrow view, and, for instance, has recognized the function of the distributor as entitled to the same serious consideration as the rights of the producer. As to the contrary type, if all the truth were known, the intelligent members of an exclusive manufacturing group thoroughly understand that distribution is as fundamental as production; that the function of distribution cannot be dispensed with; but there is some ground for apprehension at least, that some of them entertain the hope, perhaps not without reason, that through propaganda addressed to the public ear, or that through invoking governmental aid, always so solicitous of the rights of the people, the producer may himself annex and assimilate the job of distributing, and thus restrict competition and eventually cause the consumer to pay more than he now does, not only for the product itself, but in the cost of getting it into his hands. I believe, therefore, that our association is fundamentally right not only in welcoming wholesalers as well as producers in good standing to its membership, but in taking into genuine account the very important interest of the consumers of hardwood lumber.

At the same time let me repeat that our inspection rules and service regulations give proper and most welcome recognition to the primary and especial rights of the sawmill man who starts the product on its way. The same principle is observed absolutely in the general management of the association, for not only does our inspection rules committee include a majority of hardwood manufacturers, but your board of managers and executive committee show similar relative representation. The malicious statements to the contrary of a very few people who enjoy the harmless sport of trying to injure our work are without foundation in fact.

Washington Conference

Unusual interest has been aroused as a result of the lumber conference held in Washington during the week beginning May 22, 1922, under the auspices of the National Lumber Manufacturers' Association. This meeting was held with the approval of Secretary Hoover of the Department of Commerce for the purpose, as expressed, of encouraging standardization within the industry, this to comprise a simplification of grade names, a means of guarantee to the consumer of the quantity and quality of lumber bought, and a uniformity in lumber sizes. While this meeting was intended by its sponsors to include lumber manufacturers and consumers only, this association was invited to send delegates, no doubt because of the long step in advance we had already taken in the matter of standardization as affecting hardwoods. You have already been made familiar with the part of our association was permitted to take in these proceedings by a report addressed by the president of the association to the membership under date of June 10 last.

Report of Secretary-Treasurer

Mr. President and Gentlemen: It is once more my duty and privilege to address this membership upon this, the occasion of the twenty-fifth annual meeting and of the conclusion of the seventeenth year of my service with the National Hardwood Lumber Association. A degree of peculiar significance and importance is attached to this gathering, because it is in

(Continued on page 34)

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HARDWOOD LUMBER

SO. BEND FIRMS PRODUCE AND HANDLE 200,000,000 FEET ANNUALLY

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SOUTH BEND'S exceptional rail, mail and wire facilities constitute a real service to buyers. South Bend hardwood firms are sound, conservative and dependable. We aim to carry a well assorted stock of dry lumber at our different mill connections. Our recently opened office in Texarkana, Ark., takes care of our fast growing southern interests. We handle both northern and southern hardwoods and aim to give service and quality. **HARRY H. MAUS LUMBER COMPANY.**

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The Soft Delta Kind. All thickness and grades.
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GUM AND BIRCH A SPECIALTY

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NORTHERN and SOUTHERN

HARDWOODS

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We have a goodly supply on hand at all times. Our Band Mill is in daily operation cutting Black Walnut exclusively. Let us figure on your requirements. STRAIGHT OR MIXED CARS

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the nature of a jubilee meeting, celebrating as it does, nearly a quarter of a century of association endeavor; and for that reason, the management has spared no effort to make it an outstanding event in the history of the association.

While the members of the association require no welcome from me to their own meeting, we are fortunate in having with us as honored guests many representatives of other lumber and lumber consuming organizations, to whom it is my further privilege to extend in the name of this association, a most cordial greeting. I trust that these guests will not only attend our business sessions, but that they will also participate in the social features shown in the program which have been prepared with unusual care in anticipation of their presence with us.

These social, or entertainment features, are financed and made possible through the publication of the official Year Book and Souvenir Program, which shows a large increase this year, both in size and appearance. Through oversight on the part of the secretary, credit for the historical outline which appears on pages 29 to 89 was not given its author, Earl Palmer of Memphis. Apology is offered to Mr. Palmer for this oversight and omission.

No trade association has the right to exist unless it is of benefit to its members, to the industry it represents, and to the public at large. It must observe the golden rule and has no right to attempt the elimination of any of the natural and necessary forms of competition. It must grant equal consideration to all branches of the trade, and failing to make a positive contribution in the direction of improvement and betterment of conditions, will not endure.

Any voluntary organization attaining to the longevity possessed by the National Hardwood Lumber Association, and, commanding as it does, the confidence and support of the industry which it represents, must have been called into existence by conditions justifying its birth, and must also have met the demands arising from these conditions in a manner satisfactory to its supporters, or else its existence would not have been prolonged for so many years. While this conclusion is reached by the reverse process of reasoning from effect to cause, the unassailable quality of the logic employed is evidenced by the facts surrounding the origin and the development of the National Hardwood Lumber Association. Prior to its advent chaotic conditions prevailed in the hardwood industry, while now—due to its operation—chaos has been replaced by system, and the hardwood industry may justly claim to have set its house in order and to afford a competent object lesson to other industries as to what may be accomplished in the solution of industrial and trade problems from within by

correct and intelligent effort on the part of members of an industry, expressed through the mediumship of trade organization.

But before such an attempt is made, the nature of the problem for which a solution is sought should be thoroughly understood and properly defined or else the work attempted will be indefinite in nature and lacking in a direct objective.

In the very beginning the National Hardwood Lumber Association adopted a definite program of effort, which was: to establish a uniform system for the inspection and measurement of hardwood lumber; and it has strictly adhered to that original purpose in season and out of season; and the complete success of its undertaking is evidenced by the fact that today there is but one system for the inspection of hardwood lumber, and that is the system promulgated and administered by the National Hardwood Lumber Association. The term "National Inspection" is familiar wherever hardwood lumber is sold and purchased, and it is generally accepted as a positive guarantee of honest grades and full measure.

Having attained to unqualified success in its original undertaking, the National Hardwood Lumber Association now proposes a new objective, which is the simplification and standardization of trade customs through the promulgation of a hardwood sales code to be generally accepted by the producing, distributing and consuming elements of the hardwood industry. Much time and attention has been bestowed upon the preparation of this proposed sale code and in developing a sentiment among all parties at interest favorable to its immediate adoption. The matter will come up tomorrow for consideration by this membership, and no doubt exists in my mind as to the final result of your deliberations upon that important question.

Besides possessing definite object for accomplishment, the success of associate endeavor also depends upon the individual loyalty of the members to the association, through the operation of which the desired object is to be obtained. Without that loyalty no hope for success in associate undertakings can be indulged in. The National Hardwood Lumber Association has always been fortunate in the possession of an intensely loyal membership, which explains in part the full measure of success which has been accorded to its efforts. I regret, however, that there have been a few individual instances of members who were not imbued with this desirable spirit of loyalty, and who have not hesitated, when an opportunity presented, to vilify the association and its methods, while at the same time they were availing themselves of the benefits accruing to them as members thereof. In all civilized countries, during a state of war, treason is punishable by death and at other times by imprisonment or by expulsion from the

(Continued on page 36)



LOGS

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QUALITY

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Our yards contain the finest assortment of Hardwood lumber in the South. Our Band Mills have been erected with the idea of turning out nothing but first class "made right" product.

If you are discriminate in your buying, we can please you and satisfy you.



(Continued from page 34)

offended country. The management of this association is not invested with authority to kill or to imprison a disloyal member, but it has authority, under the constitution of the association, to suspend such a member from the association; and during the past year it has been the painful duty of the management to separate several offending members from the benefits arising from their connection with the National Hardwood Lumber Association, by reason of their disloyal attitude; and doubtless this policy of purging the membership of mischievous and destructive elements will be adhered to in the future.

Of late much has been said about dishonest practices employed in the lumber trade, including softwoods as well as hardwoods, and it is astonishing that the greater part of this loose talk has emanated from men engaged in the lumber business. One may well wonder if it may not be the deceptive outcry of "Stop thief!" indulged in for the purpose of distracting attention from the practices of those by whom the cry is raised.

There is no warrant in law or equity for the indictment of a trade, or a considerable portion thereof, without evidence to support the charge. General statements are unfair and dangerous, and when loosely indulged in are unqualifiedly condemned by all fair-minded men. I am submitting no brief in defense of dishonest men or dishonest practices, but I am simply protesting against that quality of ignorance and intolerance that would burn the barn because it may be infested with rats instead of catching the rats; that would seek to blacken the reputation of an entire industry—or the reputation of a substantial portion thereof—because it may contain an infinitesimal percentage of dishonest operators, instead of making the individual rogues pay the penalty for their nefarious practices.

The discussion which lately has been rather extensively engaged in regarding unfair methods of merchandising lumber has been of an entirely ex parte nature. But the employment of unfair methods is not entirely confined to the seller of lumber. The buyer is not at all times above criticism in his methods. Take, for instance, the individual who has justly acquired the reputation of being a "price buyer." He knows what a fair market price is for the stock he requires, and yet, with this knowledge at hand, he never hesitates to beat down prices below the market. A weak salesman will submit to this bearing-down process, accept orders below the market and then attempt to make up the difference in price in the quality of the stock delivered. Had the buyer been fair no such a temptation would have been placed before the salesman.

I am not attempting in any manner to justify the practice of selling one grade and delivering another, but I am claiming that the "price buyer" is frequently responsible in part for the existence of this reprehensible practice. As a usual result, a fair buyer will develop a fair shipper, while an unfair buyer may develop an unfair shipper. The mutual slogan to govern transactions in lumber should be: Fair prices, fair grades and a square deal all around. That is what this association stands for and in that attitude it has the support of its membership, who will meet the consumer more than half way in making this slogan effective.

Other matter in the report was on membership, showing a present total of 1,408, and on inspection and finances.

Changes Made in Inspection Rules

Another important concern of the convention was the report of the Inspection Rules Committee, delivered by Chas. N. Perrin of Buffalo, N. Y., the chairman, which was adopted by unanimous vote. This report was made at the morning session Friday, June 23. It is as follows:

The tendency in all lines of industry is to concentrate upon a common standard, or set of standards, in both the practical and ethical policies pursued. In the hardwood field the focal standard of practical policy is the inspection rules of the National Hardwood Lumber Association. It is safe to say the ninety-five per cent, and very probably ninety-nine per cent, of the world's hardwood business at this time is carried on under the mutual acceptance and official application of these rules.

True there is an element in the hardwood trade, though an uninfluential, and in fact a negligible one, which does not acknowledge its obligation to the standards of our organization, but whose own standards so closely imitate ours that in fact there is but one basic standard, or set of standards. The position and prestige of our National rules is the natural and merited result of the hard work and close study which our successive inspection rules committee have given to the matter during the last twenty-five years, and in the ultimate outcome of which work and study they have, of course, been supported by the wisdom and approval of our membership as a whole.

Conditions affecting our industry have undergone material variations during the past quarter-century, and will no doubt continue subject and liable to such variations in the time to come, and I take this opportunity to reiterate our fixed purpose of welcoming, in fact seeking out, suggestions from any and all interested sources which promise to contribute to the more intelligent uses of our standing timber and the more thorough utilization of sawmill products by the consumer.

Hence it will be necessary to keep our rules abreast of the times and hold them to the same definite, easily understandable and eminently efficient status which they have now attained. At the same time I want to emphasize the fact that the general attitude of your rules committee, which has served during the past year, has been to leave the inspection

rules as now founded and codified for the most part undisturbed, for we feel that they are cast on correct and equitable lines.

Without doubt you will be interested to hear of some of the activities of your committee, which are not reflected in the recommendations formally presented to you. In the matter of small dimension stock which is receiving close attention at present, both from the United States Department of Forestry and from the consumers' associations, we have kept in close touch with the situation and have informally taken the position that this small dimension stock should be of such a nature and carry such specifications that it could be manufactured by the ordinary sawmill outfit without the addition of elaborate and highly specialized machinery. Clear small dimension stock properly manufactured has a high intrinsic value—practically the same as firsts and seconds—and its advent into common usage would not only be in the interest of conservation, but assist in the solving of our low grade problem, and would obviate the paying of vast sums in freight on the unusable portions of our lower cutting-up grades.

Your association is officially represented on the committee for the standardization of cross ties and switch ties, and which committee is meeting under the sponsorship of the United States Department of Forestry and the American Railway Engineers' Association. This standardization committee has held several meetings and we hope soon to be able to present for your consideration and approval, and for incorporation in our rules book, an American standard that will cover all railroad material of this character. In this connection we have also been working directly, but informally, with certain representatives of the American Railway Association for the purpose of moving toward a clearer and more exact understanding of their requirements in timbers, planking, car material, etc., and thereby making it possible for us to readjust our present specifications to those requirements.

This association is also officially represented on the standardization committee of the American Mining Congress, which committee is endeavoring to work out a single American standard for mine timbers, props, mine boards, mine ties, etc.

The importance of this standardization work should be apparent to every lumberman, for if the work is successfully done, and those particular standards incorporated in our rules book and subject to official service by our inspection department, the lumber manufacturers will be able to cut his sound low grades into a standard commodity, for which there is a large and growing demand.

The export problem is also receiving careful consideration in an endeavor to work out a system that will insure better protection to our members who are engaged in the exporting of hardwood and more accurate service to their customers in foreign countries.

The work done by our official inspectors during the past year has been outlined to you in the report of the secretary. The department is functioning smoothly and evidently to the satisfaction of our active users of the service.

I will now read the recommendation of your rules committee:

Change Made in National Rules

The report of the Inspection Rules Committee, which was unanimously adopted, follows:

Paragraph 1—Change in finished sizes of Bevel Siding. (See page 47.) The following changes in the finished sizes of Bevel Siding are recommended by request of a number of manufacturers and distributors for the reasons that present practice and improved methods of manufacture demand them. The paragraph as amended will read as follows:

"Bevel Siding shall be made from strips 84S to 33" by 3%, 4%, and 5% and resawn on a bevel and shall be measured as 4, 5 and 6" wide respectively."

Paragraph 2—Restriction regarding defects admitted in No. 1 Common Siding, Flooring Ceiling and Partition. (See page 48.)

The present rule was doubtless written before the adoption of the present definition of a standard defect in wane. A technical application of the present rule would mean that a piece of Siding, Flooring, Ceiling or Partition, 15 feet long, could have wane 1" wide, two-thirds the length of the piece, which would be four standard defects. This is unreasonable, because this material is used in cross cuttings the full width. The addition of the following clause is recommended to be applied in reference to the standard defects admitted:

"..... which defects, however, shall not cause a waste of more than one-sixth the length of the piece."

Paragraph 3—Short lengths in Panel and Wide No. 1. (See page 53.) The present rules contain no restriction as to short lengths in wide No. 1, and this is sometimes the cause of embarrassment in transactions where the percentage of lengths is not specified. The insertion of the following clause is recommended:

"The combined grade of Panel and Wide No. 1 will admit 30% shorter than 12 feet."

Paragraph 4—Firsts and Seconds Rock Elm, Hickory and Pecan. (See page 25.)

The present rules on Firsts and Seconds Rock Elm, Hickory and Pecan are more severe on pieces 16 feet and over surface measure than on any other domestic wood. In view of the scarcity of these woods this is considered unreasonable and not in harmony with the idea of uniformity of grades. It is therefore recommended that the second exception under the caption of Seconds on page 25 be eliminated. This will make the grade standard, with the present exception regarding the minimum width.

Paragraph 5—No. 1 Common Quartered Poplar. (See page 56.)

The present grade of No. 1 Common Quartered Poplar is the only grade of No. 1 Common in the rules which is required to grade 75%. In the interest of uniformity and the prevailing custom of the trade, it is recommended that this grade be made standard. (See page 16, paragraph 55 to 65.)

Paragraph 6—Black Gum and Tupelo. (See pages 26 and 22.) Owing to the great similarity of Black Gum and Tupelo, which are really two species of the same family, and the impossibility of positively

(Continued on page 39)

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Oak, Maple, Beech, Birch

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Conferees Adopt Hardwood Sales Code

Representatives, numbering some 100, of thirty different organizations of producers, distributors and consumers of hardwood lumber, adopted a National Hardwood Sales Code at a conference held under the auspices of the National Hardwood Lumber Association in the Drake Hotel on the afternoon of June 21, the day preceding the opening of the twenty-fifth annual convention of the National Hardwood association.

This widely representative group assembled on the invitation of Earl Palmer of Memphis, Tenn., chairman of the sales code committee of the National Hardwood Lumber Association, who presented to them a tentative code—the result of one solid year of intensive study, conducted by Mr. Palmer and the members of his committee among the consuming, producing and distributing divisions of the hardwood trade. So well had Mr. Palmer and his associates done their work that the most painstaking and critical examination of the tentative code resulted in only a few minor changes. The interests of both buyer and seller had been so ably and fairly provided for; in other words, equity was so substantially written into the code, that none of all those who consider the work could discover a major fault. Those who served on the committee with Mr. Palmer were M. M. Wall, Buffalo, N. Y.; J. H. Maassen, Memphis, Tenn.; R. B. Goodman, Goodman, Wis.; Charles H. Barnaby, Greencastle, Ind.

The conference was opened by Mr. Palmer, but he immediately proposed to turn the meeting over to the delegates. This proposal was accepted and E. E. Parsonage of the John Deere Plow Company, Moline, Ill., and president of the Association of Wood-Consuming Industries, was nominated and elected chairman.

Frank F. Fish, secretary-treasurer of the National Hardwood Lumber Association, was elected secretary.

After Mr. Parsonage had assumed the chair and made a brief address, in which he explained his peculiar position in the trade, being both manufacturer and buyer and consumer of hardwood lumber, and thus on "both sides of the fence," Mr. Fish began reading the tentative code.

The business of considering the code then proceeded with such earnestness and concentration that within the matter of some three hours the delegates had examined it from preamble to the last section of the concluding article, and adopted it by an overwhelming majority.

Palmer Opens the Conference

Opening the conference and presenting the recommendations of the sales code committee, Earl Palmer of the Ferguson & Palmer Company, Memphis, chairman, declared that "never before in the history of the hardwood trade has there been a gathering so composite in nature, and representative of so many different lines of important industries, assembled for the purpose of considering a common problem with the view of arriving at a satisfactory solution, that will be eminently fair and satisfactory to all interests involved. Unless I mistake the true meaning of this conference, it is indicative of a new spirit which is to bring about a better understanding between those who produce and distribute, who buy and sell; a spirit of broader thinking and of fairer dealing."

Mr. Palmer explained to the delegates that in presenting a sales code to the conference, the committee did not desire to convert the conference into a "cut and dried affair, assembled only to ratify the work of the committee; but, rather, to afford a tangible basis upon which to begin and conduct the work of the conference."

The code, in the final form in which it was presented to and adopted by the National Hardwood Lumber Association on June 23, is as follows:

NATIONAL SALES CODE

PREAMBLE

The purposes of this hardwood sales code are as follows:

1. To establish uniform practices in the conduct of transactions, involving the sale and purchase of hardwood lumber, by defining in plain and unequivocal terms, the approved customs and usages of the trade under which such transactions are conducted.
2. To supply reasonable regulations governing elements of transactions that are not already covered by established customs.
3. To provide practical and responsive means for the settlement of disputes arising between sellers and buyers of hardwood lumber, without recourse to litigation.

ARTICLE I.

NAME

The following statement of principles applying to transaction involving the sale and purchase of hardwood lumber expresses customs and usages common to the hardwood lumber trade, and as arranged, shall be known as the National Hardwood Lumber Sales Code.

ARTICLE II.

PARTIES

SECTION 1. Parties subscribing to this code shall consist of trade organizations, the members of which are directly engaged in either the production, distribution or consumption of hardwood lumber, and that adopt and recommend to their members the use of this code in transactions involving the sale and purchase of that commodity.

SEC. 2. No organization possesses authority to impose the use of this code upon its members. The terms of this code can be rendered binding as between buyers and sellers of lumber only by contractual agreement of the parties at interest that they shall apply to specific transactions.

ARTICLE III.

QUOTATIONS

SECTION 1. Quotations are of two classes, general and special.

SEC. 2. General quotations in the form of stock lists or circular letters are made subject to prior sale and immediate acceptance.

SEC. 3. Special quotations made at request of the buyer should be protected for a specific period by mutual agreement.

ARTICLE IV.

ORDERS

SECTION 1. The term "order" refers to a contract of sale and purchase existing between seller and buyer.

SEC. 2. All orders should be in writing and should specifically embody all provisions of the agreement of sale and purchase, to-wit: Kind, variety, quantity, dimensions, grade, inspection, point of delivery, time of shipment, price, terms of payment, etc.

SEC. 3. An order taken by a salesman is not binding upon the seller until it has been accepted in writing by the buyer or until delivery under the order has begun, and in the absence of either of these forms of acceptance, it is subject to cancellation.

SEC. 4. Any provision or provisions omitted by the buyer from his formal order may be supplied by the seller, or any provision or provisions contained in the formal order may be amended by the seller in his acceptance of the order, but such additions or amendments do not become a part of the contract of sale and purchase until they are specifically accepted by the buyer.

ARTICLE V.

QUANTITY AND LOADING

SECTION 1. Where a specific quantity of lumber is required, the quantity should be stated in feet in the order, and the seller should adjust the contents of shipments going forward under the order in a manner to enable him to make substantial delivery of the specified total.

SEC. 2. When an order specifies a carload or a given number of carloads, the seller should load and the buyer should receive cars loaded substantially to the capacity of weight or contents.

(NOTE: There is no relation existing between fair and honest loading and the trend of the market, and any attempt to make the prevailing market a determining factor for the contents of a shipment is a breach of good faith under this code.)

ARTICLE VI.

DELIVERY

SECTION 1. A bill of lading properly filled out, showing buyer as consignee, or if to the order of shipper, properly endorsed by him, shall constitute evidence as to the fact and time of delivery at shipping point.

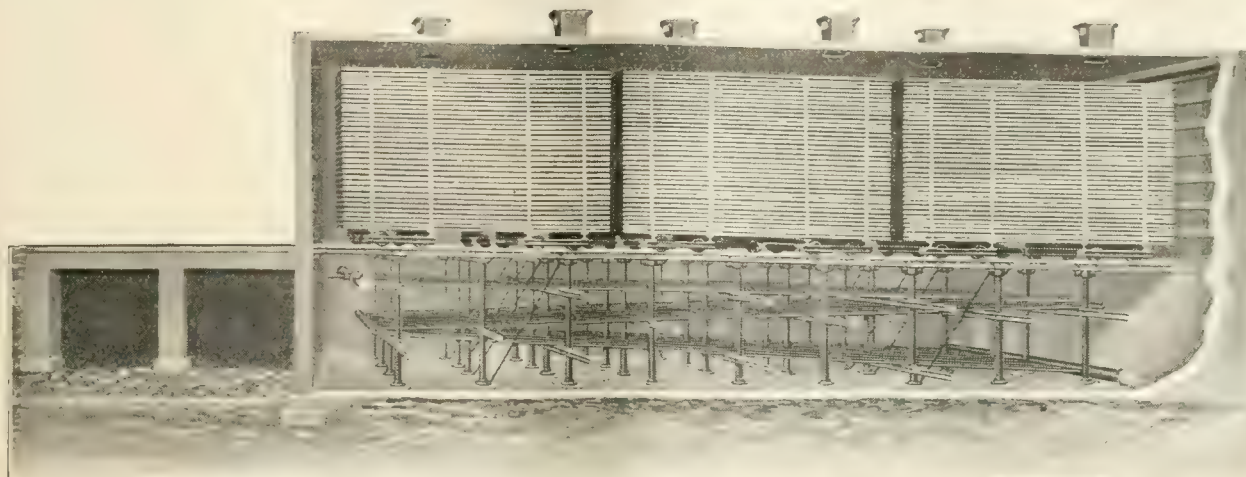
ARTICLE VII.

TIME OF SHIPMENT

SECTION 1. Where time of shipment is not an essential element of the contract, and is not so stated in the order, shipment shall be made within a reasonable time.

SEC. 2. Where time of shipment is an essential element of a contract,

(Continued on page 42)



Moore's Compartment Hardwood Kiln

The well drained heating coils are equally distributed in entire open space below tracks and heat the volume of air. The return bend pipe system uses all the available energy in the steam and insures the equal distribution of heat at the two ends, which is essential in "compartment" kilns.

Notice the automatic ventilator valves (on top) spaced at regular intervals through the roof just over the body of the lumber, allowing easy escape of evaporated water.

Moore Kilns turn out the highest quality of stock uniformly dried to any specific moisture content.

WE BUILD BOTH PROGRESSIVE AND COMPARTMENT KILNS—Send for catalogue of details

JACKSONVILLE, FLA.

MOORE DRY KILN CO.

NORTH PORTLAND, ORE.

"Kiln Builders Since 1879"

(Continued from page 36)

separating them in every case, it is recommended that the rules on Black Gum be changed to read the same as the rules on Tupelo.

Committee—Charles N. Perrin, Chairman; J. L. Benas, Jos. H. Dion, E. B. Ford, Harry C. Fowler, M. J. Fox, C. H. Kramer, O. M. Krebs, Frank Purcell, W. T. Roberts, Daniel Wertz, T. T. Jones, John J. Miller, R. C. Stimson, George McSweyn, J. B. McQuillan, Fred Arn, J. A. Lamb, W. L. Saunders, J. C. Campbell.

Gov. Allen Addresses Convention

The chief speaker of the convention was the Hon. Henry J. Allen, governor of Kansas, who stirred the members of the association deeply with his story of the Kansas Industrial Relations Court, of which he is the author. He spoke on the afternoon of June 22. The governor told how this court has instituted in Kansas the rule of "an honest day's work for an honest day's pay. * * * We have declared in Kansas," he said, "the principle that the man who has the desire to work shall have the right to work."

A storm of applause broke out when a little while later Governor Allen said that this Industrial Relations Court exemplifies that "the right to work is just as sacred as the right to loaf; and that it is the duty of government to protect both kinds of men in their natural inclinations."

Beginning with the miners' strike, which a few years ago caused him to go to the Kansas legislature for the Industrial Relations Court, Governor Allen told of many cases in which the court has instituted justice in industrial disputes, protecting, in the meantime, the people of Kansas from the "economic pressure" which is the chief weapon of employers in lockouts and employees in strikes. In all, some 250 cases, big and little, have been adjudicated by the court, since its establishment, with only four appeals from its decisions, he said. He further declared that the law is working, and that it is stronger in the hearts and judgments of the people of Kansas than ever before, though it is being fought by radical labor leaders, and employers disposed to be recalcitrant, with more vigor than ever before.

Governor Allen was followed by William A. Durgin of Washington, D. C., assistant secretary of the Department of Commerce, who brought to the National Hardwood Lumber Association the same message, "with no comma nor period omitted," which he delivered

to the recent mass meeting in Louisville, Ky., at which the Hardwood Manufacturers' Institute was formed. Mr. Durgin appealed for a "correlation of all lumber inspection" through the "sound self-government" of the members of the lumber industry. He interpreted the thought of Secretary Hoover as being for a national inspection bureau for lumber, which should not supersede present services, but "co-ordinate these services and gradually develop any necessary modification of sectional practice required to give greatest stability to the lumber business and greatest ability to the lumber user.

* * * "In such questions the Department of Commerce must await the recommendation of the industry itself," Mr. Durgin continued. "If hardwood and softwood producers insist upon existence as separate industries, with all the weakening of self-government, with all the misunderstandings and limitations which must inevitably follow, the Department of Commerce must accept that decision, much as we shall regret it. Our only function in lumber, as in all industries, is to support the best thought of the allied groups, when those groups shall unite in unanimous action."

But in the preamble of his address, Mr. Durgin voiced a threat of government regulation, if the lumber industry by "self-government" does not institute the reforms supposed by the Department of Commerce to be needed. "The real question, we think, is whether the lumber group can thus make effective the wisdom and vision which some of its leaders possess in determining a farsighted policy of high public service and of fundamentally sound practice, or whether the lumber industry and other great industries will permit the blindness of immediate self-interest and clique jealousies so to dominate that the great consuming public must, in self-defense, insist upon Federal regulation as the only possible corrective to the inevitable iniquities of an utterly selfish program."

Axel H. Oxholm, chief of the lumber division of the Department of Commerce, followed Mr. Durgin with a description of the services which his department are maintaining for the benefit of the lumber industry.

National Reports on Washington Conference

An intensely dramatic incident developed at the twenty-fifth annual convention of the National Hardwood Lumber Association in Chicago during the closing session, June 23, when Ben C. Currie of Philadelphia, a director, and later elected first vice-president, demanded an "exposé" of the recent Washington conference on lumber standardization and trade practice: "You have had within the past month," Mr. Currie told the great concourse of delegates, "a letter sent to the membership by your president, outlining briefly things that have taken place which seem to show that there was some element working for the undermining and the dynamiting of the work of this great association, which has only been accomplished and made what it is after a quarter of a century of work to build it up. I assume, gentlemen, that this is a natural penalty of leadership. There is always a penalty attached to leadership, regardless of whether it is an individual, an organization or an association, and that is the outgrowth of petty jealousy ninety-nine times out of one hundred, but, as I started to say, you are entitled to know what is going on. This is the place for us to find out. This is the place where every man ought to know what his association is doing, what is good for it and what is lurking at the back door, ready to put a stick of dynamite under the back stoop and blow it to perdition.

We are gathered here for one purpose, and we will call a spade a spade. We have no apologies to make to the world for the greatness of this organization, or for what we have accomplished. If you will look through the annals of all of the trade associations you will not find an association confining itself to one object as closely as the National Hardwood Lumber Association, and has attained that object and put it on a pinnacle which no other association dares to assail. (Applause.)

Mr. Chairman, I think that this is the proper time for the membership of this association to be advised, and advised minutely, carefully, fully what has taken place from the beginning of the call of this conference in Washington, where outside influences seem to have gotten the ears of certain departments of the government and endeavored to put our association in an improper light.

Mr. Currie's request was immediately considered by Horace F. Taylor, the retiring president, who was in the chair. After making a brief statement on his own behalf, Mr. Taylor called on the members of the delegation, who, with himself, represented the association at the conference. He also asked for a statement from C. A. Goodman of Marinette, Wis., a director, who had attended the conference as a representative of the Northern Hemlock and Hardwood Manufacturers' Association.

In part Mr. Taylor said:

Says Peace Reigned on May 21

What was the situation regarding peace or conflict in the hardwood trade on the 21st day of May, 1922? (The date of the opening of the conference.) On that day if we had taken occasion to analyze the situation, we would have found that the conflicts and the contests of several years between the members and followers of this association and its opponents had practically subsided and disappeared, and the peace in our industry, which then existed, was not supine peace, but it was a peace of righteousness, if you will allow me to use that term, because everybody was satisfied. You never can get absolute unanimity on anything. On the day before the Washington conference we had reached a degree of peace and stability in the hardwood industry which was as much as could be accomplished even if we were to go to the regrettable necessity of having government control in our industry.

Suppose, for instance, the industry had had imposed upon it by the government a national official governmental inspection. Do you suppose that ninety-nine per cent of the lumbermen would abide by it without protest? It is impossible to think of such a thing. So I repeat, that in my estimation, from my viewpoint, we had a practical and a very desirable peace on the 21st day of May. Somebody called that conference. I am not here to call names or start any contention, but since that time we have had, from a source which I will allow you to measure yourselves as to its character and extent, all the indications of conflict. They have not arisen from this association. We have had ample evidence, gentlemen, that the official authorities in taking into account the situation have not counted all the perfectly obvious and salient facts which are known to you men and are known to thousands of other men who are not in this room. For some reason, which I will have to allow you to surmise, many of those facts have been ruled out of account, and your officers have repeatedly, and with the utmost care, presented the facts and the situation to our representatives at Washington.

Gentlemen, I am speaking very temperately. I will not undertake to tell you all that I could. I will not allow myself, perhaps through excess of caution, to express my judgment and feelings in the matter. I think, however, that this is a picture of the situation and will show the contrast in the hardwood industry as the conditions were on the 21st day of May, and a few days after, before this convention met and substantiated the position it has always held. (Applause.)

Secretary Fish Makes His Report

Secretary Fish: Gentlemen, back in January of the present year an officer of a national organization in the woodworking industry, an organization whose members are very large and very important buyers of our product, was in Washington on the business of his association. While in Washington, in conference with a gentleman very high in the councils of the Department of Commerce, that official of the Department of Commerce stated to this officer of that national woodworking association, that the Department of Commerce hoped they would be able to help the furniture industry by assisting them to get some uniform standard of measurement and grades for their lumber. The furniture man replied that they had standards which in his judgment, based on the reports of his membership, were entirely satisfactory to a large majority. He stated that these standards were the rules of the National Hardwood Lumber Association. This adviser to a government official was evidently surprised, and his reply was, in substance, about like this: "Oh, no. I am informed by a very prominent lumberman, who resides here in Washington much of the time, that there is an alleged national association having to do with inspection rules, but that nobody pays any attention to these rules; that the manufacturer and the shipper of hardwood lumber, each individual in the trade, has his own standards and that those rules are a good deal of a bluff." The furniture man assured him that he had been misinformed in his judgment and wrote to our office requesting that we send a letter to him, which he might forward to this government adviser, to the end that the error be corrected.

In so far as we know, gentlemen, the conference referred to in this discussion was due, in some measure, to that advice which was reported by a friendly furniture official to us. We heard nothing in direct reply to the letter which this association official sent on, and the next that we heard and the next activity of the department was in connection with a convention held in this hotel in April of this year, about the same time that what is known as the American Lumber Congress was in session. This association was invited to participate in the Fourth American Lumber Congress and were represented at that congress. Your secretary was one of the delegates appointed to that conference. It was planned that the Secretary of Commerce would address the opening meeting, but it appears that pressing business broke into the program as originally outlined, which contemplated an address from him on that day and that a hurried conference was called here in the Oak Room, on this floor of this hotel. I happened in at that conference. The officers had not had time to serve notice of the change in program, which was no fault of theirs, and I happened to go in when the conference was pretty well under way and a lumberman was on his feet. Mr. Hoover was there occupying a seat next to the chairman of the meeting. As I walked in I heard the lumberman say that there was a very wholesale tendency to invoice more lumber than a shipment contained; to sell one grade and deliver another, and that the hardwood association were the worse offenders in that particular. Inasmuch as I did not agree with the gentleman, and felt that he had been misinformed, I requested one of our members, who was in the audience, to so arrange that I might say a word in reply to the speaker that I have just quoted. I was informed by him and by the chairman very courteously that I might speak, but I was instructed that I must be very brief and make it snappy, because the secretary was leaving within a very few minutes. Whereupon I took occasion to state at that meeting, at which Mr. Hoover was present, that I was very sure the speaker was misinformed; that there were standards in the hardwood trade that were almost universally recognized; and I then explained to that meeting very briefly, as plainly as I could, the protection which is afforded all buyers of hardwood lumber under this guaranteed, bonded certificate plan, which we have been working on so many years; and I stated to Mr. Secretary that if any buyer came into the government with a complaint that he was being imposed upon in his purchases of hardwoods, that I believed the government might very properly inform him that it was in some measure, in fact, very largely, his own fault, because if he would stipulate "National Hardwood Lumber Association rules," and their official application by a national inspector, he would receive absolute protection. (Applause.)

That terminated that particular conference, until our committee arrived in Washington, on the 21st of May. Just another word. As this conference I have just briefly told you about adjourned one of the gentlemen present asked Mr. Hoover if he would not invite the lumbermen to come to Washington in conference, and Mr. Hoover replied that he would be very glad to act on that suggestion and arrange a conference later on in Washington. The call, however, for this conference which was held on the 22nd and 23rd days of last month, as it reached your committee, did not come from the Department of Commerce. The call came from the National Lumber Manufacturers' Association. Mr. Hoover's department, in so far as our official notice was concerned, did not issue that call and invitation.

McClure's Statement

John W. McClure: Mr. President and gentlemen, in reciting the same things that happened at the Washington conference, it will be necessary to repeat, perhaps, or to emphasize certain things that were said by our president in the very clear and lucid statement which he sent out to the members of this association by letter.

In the beginning of that conference Mr. Hoover opened the meeting with a statement to which every business man could subscribe, a statement setting forth clearly that the government, as represented by his department, was opposed to any growth of bureaucracy in the government and to government interference in business, and that the meeting was called for the purpose of discussing in a preliminary way, among the lumbermen themselves, the representatives of the industry, the problems which confronted them, and to try to arrive at some solution of these problems in a practically unanimous way, stating that his department would be very glad to place its official sanction on any unanimous, or practically unanimous, action of the lumber group, representing the lumber industry.

Following Mr. Hoover's statement, the chairman of the meeting, the president of the National Lumber Manufacturers' Association, made a statement outlining a plan for the conduct of the conference, and in his statement a suggestion was carried, that perhaps the best way to get down to business would be a separation of the hardwood from the softwood industry. The hardwood industry was represented by committees from several hardwood organizations. The National Hardwood Lumber Association was the only national body represented there, and presumably

that was the organization which should have spoken most forcibly for the hardwood industry. There were several regional organizations represented, the Michigan Hardwood organization, the Wisconsin Hardwood organization, the American Hardwood Manufacturers' Association, the American Walnut Manufacturers' Association and the Mahogany Manufacturers' Association.

The question then became foremost as to whether this separation should be recognized between the hardwood and the softwood industries.

After calling on several of the representatives of the softwood groups, the chairman of the meeting called on Mr. Sherrill of the American Hardwood Manufacturers' Association. Later Mr. Taylor, the president of our association, was called upon. The representatives of this association were very firm in their position that the hardwood industry should be recognized as a separate group. In that position they were supported by the representatives of the other hardwood groups, with the exception of those representatives of the American Hardwood Manufacturers' Association. I wish I had the verbatim report of the conference from which to read. The representatives of the American Hardwood Manufacturers' Association argued against a separation of the hardwood and the softwood industries. I am confident that if they had joined the other hardwood interests there would have never been any question raised on that point, but their opposition to this separation of the two industries resulted in a vote, and the representatives of the American Hardwood Manufacturers' Association allied themselves with the softwood industry on the ground that there was no reason why the standardization program should not cover both hardwoods and softwoods alike.

Mr. Dulweber of the American association made the statement—and I want to be as accurate as I can. I would not do that gentleman any injustice, but he made the statement that conditions in the hardwood industry were not satisfactory; that the rules of inspection in the hardwood industry were far from scientific, and that there was great need of a change in the situation, whereby the grading of hardwood could be put on a scientific basis. He further stated that the hardwood industry had been handicapped in a way in building up standards for the reason that the distributor or wholesaler of lumber had interfered with the making of rules, and that they envied the softwood manufacturers for the reason that they had had no interference of that kind.

The hardwood representatives at that conference were outnumbered many times, of course, by the softwood interests, and when the matter came to a vote of course the efforts of the National Hardwood Lumber Association and the other hardwood representatives friendly to its policy were outvoted. The committees were formed in accordance with Mr. Hoover's suggestions, three general committees. We declined to be represented on those committees for the reason that we did not assume the ability or the knowledge to vote on any questions affecting the softwood industry, and we did not admit the ability or the knowledge of the softwood industry to legislate or vote on those problems which affect the hardwood industry. (Applause.)

We were not represented as an association on those committees, but we remained to be of any use if we could in the following proceedings of the conference, and we appeared in the conference again when the reports of these committees were presented.

These reports, which were aided by the representatives of the American Hardwood Manufacturers' Association in the getting up of these reports, and which reports were all voted upon favorably by the representatives of that organization, stated that a general standardization program, including hardwoods and softwoods, was practicable and should be carried out. The representatives of your organization could see nothing in that effort, except an attempt to destroy this association and the standards which we have endeavored to set up during the twenty-five years of our existence. We maintained, as well as we could, a dignified attitude and voted no on those propositions, explaining our vote, not that we were opposed to the general plan of Mr. Hoover and his department, but we were compelled to vote no for the reason that we had already stated and emphasized so many times that it was impractical and impossible to consider hardwoods and softwoods under the same general standardization program. Our action has been twisted in statements which have appeared in the press so as to make it appear that we opposed the Hoover program in its entirety. Such was not the case, as your representatives at that conference repeatedly emphasized their desire to cooperate with Mr. Hoover in his program.

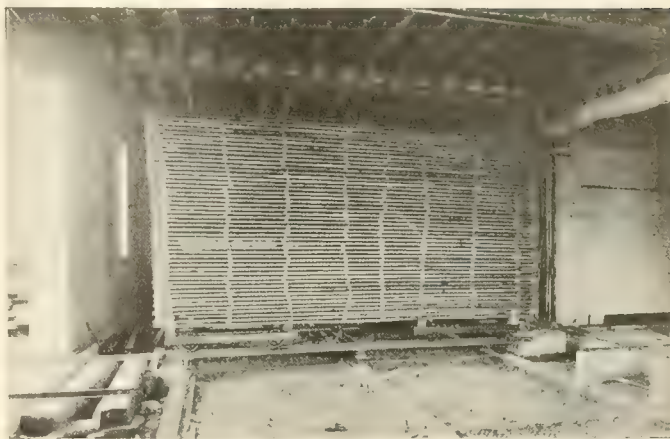
Goodman Gives His Experience

Mr. Charles A. Goodman: Mr. President and Gentlemen, I cannot add very much more to what has been said by Mr. Taylor by your secretary and by Mr. McClure. I was at the conference in Washington, not as a delegate of this association but as one of the two delegates of the Northern Hemlock and Hardwood Association. We were invited to this Washington conference. We went in and took our seats when the conference was opened in the forenoon. The question immediately came up of having three committees; one on standardization of sizes, one on nomenclature and the other on the grade marking of lumber. I will briefly explain, because many of you are hardwood men exclusively—it immediately developed that what this conference was called to bring about was some standardization of grade names and some uniform names for grades which would represent the same quality in lumber. To illustrate that briefly it was stated for instance that 1-inch lumber shiplap, 6 inches, dressed and matched, that Nos. 2 and 3 yellow pine and fir were practically the same as far as grade and quality were concerned. They brought in several items of that kind where the grade names were confusing. We found that an architect in New York may draw up specifications for a house to be built in California or North Dakota, but this lumber is going to be a certain grade and it may be that he figures whether the house is going to be of yellow pine, fir or hemlock. When we saw what the object of this conference was going to be the officers of your association and your delegates immediately assumed that this was going to be largely a softwood convention, and considered, rightly, that the National Hardwood Lumber Association's rules and their standards of measurement and a great many other things, the guarantee of their measurements, the quality of shipments were standardized all over the country, which was something that this softwood committee was expecting to attain at some time in the future. In other words, we thought that we had a plain program and that the softwoods and the hardwoods could not be brought into the committee and discussed on the same plane.

When your officers stated they thought there should be separate committees it looked as though there would be six committees, three on hardwoods and three on softwoods, but by the time the afternoon session was opened the scene was shifted and there were only three committees combined on each of these three propositions before the conference.

Mr. Taylor and your delegates objected to this program, and the gentlemen representing the American Hardwood Lumber Association spoke from the opposite standpoint when the matter was brought to a vote. Of course, it was carried, because there was only one association's vote against the program.

As an illustration of how that worked out, I was on a committee on



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High Humidity Dry Kiln

The Kiln with a circulation you can understand

the moisture and temperature is kept exactly as you want it, day after day.

The moist, warm air is circulated and recirculated reaching every part of the lumber; consequently there is little or no wastage—another source of profit.

Isn't it worth your while to write for the new catalog 282? It is full of data and information that is of vital interest to you in your business.

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which there was only one delegate from the American Hardwood Manufacturers' Association. We started in at 10 o'clock, stayed until noon, came back at 1 o'clock; worked until six, then started in again at 8 o'clock and worked until three in the morning. Ninety-nine per cent of that time was occupied in an argument between the North Carolina Pine Association and the West Coast Lumbermen as to what the dressed sizes of fir should be. The only point that came out on which we agreed was that maple flooring should be finished $2\frac{1}{4}$ inches wide for three-inch flooring. They asked us if we would agree to change that, but we would not do it. That is the only hardwood subject there was in those two days' discussion. One of the softwood people, when they adjourned to go into the committee, said he didn't want to get into a room where there were all hardwood people; that he didn't know what would happen to him.

When the convention ended there was the biggest row I have ever seen among the softwood people. I can't see where they got into any agreement at all. Hardwood is the only lumber that goes on the market full widths and thicknesses. Some of them thought five-eighths was enough for an inch. A yellow pine man who was one of the spokesmen for the Yellow Pine Association was asked by the president of the Retailers' Association this question: He said, "Why is it that you can't make your dimension more than 1% thick?" "Well," he said, "we can't make it more than 1% thick because the size to which we saw our lumber green doesn't allow us to dress it more than 1% thick." Another representative thought that over a while, and said, "Well, why don't you saw your lumber thicker in the first place?" His answer was, "Well, we don't have to saw it any thicker in the first place, if we are only going to dress it 1%." (Laughter.)

Now, after the softwood, really, on the sizes, it got down finally to argument whether the proper way to saw a log and the proper consideration to be given fir was whether lumber should be full thickness when green, or whether it should be full thickness when dry. That really summed up the fir people's position.

There was a minority report brought in against the majority report. The whole convention went along on that basis. I was not one of your delegates but represented another association. My observation of the way the proposition worked out there was this: that on the very first day, in the forenoon, when your delegates requested that the hardwood be referred to separate committees, that if the people representing the American Hardwood Association had agreed to that method, hardwood would immediately have been taken out of the discussion, out of the whole and entire conference. There might have been three committees on hardwood appointed. Possibly that would have resulted in a majority and minority report by each committee, but in any event the whole facts of the hardwood situation would have been presented in a comprehensive report back to the conference. They had three committees sitting there looking out the windows at flying machines while the softwood people were talking. They could have gotten up a comprehensive report which would have covered the entire situation from the National Hardwood Lumber Association's point of view; if the other people representing another hardwood association had made their report, that would have been a separate report and would have expressed their statement, and both of them would have gone before the conference and would have saved all of the wrangling and discussion and the softwood people could have gone ahead. We heard the representative of the Secretary of Commerce Thursday, and also the secretary himself stated that this conference was not under the authority of the government; that the secretary was not responsible for it in any way, except to invite us to hold our conference in the Department of Commerce building; that this conference would be followed by another conference, and after the lumbermen had agreed among themselves that then the report would be referred to the Department of Commerce, and that they would then give it their sanction or disapproval.

Palmer Sums Up the Evidence

Mr. Earl Palmer: Mr. Chairman, I feel sure that you are simply asking this of me out of courtesy to me because the matter has been covered with extreme fidelity by both Mr. McClure and Mr. Goodman.

It is difficult to present all the things that happened at Washington to a meeting of this nature. We lived through them for two days and were quite busy all that time. If we had had a moving picture of what happened, it would have been more informative than what we can tell you. We can tell you in words what a man said, but we can't tell you with whom he consorted or with whom he counseled, or his attitude throughout a meeting. We can't tell you that. You will simply have to take that from your own notion about things. I am not going to burden you about what happened at Washington, except to tell you that your delegates down there, the members of your Executive Committee handled that situation just exactly as they would have handled it had it been their own personal affair. (Applause.) It would have been possible out of an exaggerated respect, possibly for the Department of Commerce, for us to have gone in without question and listened to this softwood chatter for hours, but we did not elect to do so. We did not believe that we would be discharging the obligations that we owed to this National Hardwood Lumber Association and to the general hardwood trade by doing it that way, so we did it our way. It might have been a mistake. It may be that future results will show that it was a grievous mistake. I don't know about that, but we certainly did act honestly, and, as far as we have gone, we do not believe that any mistakes were made by the committee in Washington. Mr. Currie asked one question that the other gentlemen did not refer to, and that is what effect all of this excitement is going to have upon the National Hardwood Lumber Association. I will tell you one effect that it has already had. It has brought the biggest numbers of men to a meeting of the National Hardwood Lumber Association that ever assembled in Chicago. (Applause.) It has also had the effect of uniting all of you gentlemen just a little bit closer together than you ever were, because when there is a danger that threatens from without, any organization, whether it is of men or a herd, or anything else, get a little bit closer together on account of it; and that is the way we get. (Applause.)

There is only one danger that threatens this association, and that

danger does not come from the outside. Disloyalty, gentlemen—and that does not come from the outside. It comes from the inside.

The National Hardwood Lumber Association is worth saving, it is worth maintaining, it is worth boosting. Membership in the National Hardwood Lumber Association is an honor. As the secretary told you in his report, when anybody is talking about the National Hardwood Lumber Association he is talking about something that belongs to you, and it is your duty and should be your privilege and pleasure to protect the honor and integrity of this association, as your directors and officials have done, and I don't doubt they will continue so to do as long as they serve you. I thank you. (Applause.)

(Continued from page 38)

the specific date or dates of shipment should be stated in the order, thus making the time of shipment a material stipulation of the contract.

ARTICLE VIII. CONTINGENCIES

SECTION 1. Deliveries and acceptances of shipments under this code are subject to the following contingencies: Fires, floods, strikes, delays of carriers, or acts of God, or other conditions beyond the control of either contracting party.

SEC. 2. A claim for relief arising from the operation of the foregoing contingency clause, by either party, must be made in good faith, and must be supported by satisfactory evidence that the failure to discharge contractual obligations is due, and only due, to the operation of the contingency upon which the claim is based or other conditions beyond the control of the contracting parties.

ARTICLE IX. FREIGHT CHARGES

SECTION 1. The term "F.O.B. destination" or "Freight allowed to destination," includes only the lawful line haul charge in effect on date of quotation.

SEC. 2. Unless otherwise stipulated, all switching charges, demurrage and other terminal charges, and all tax on freight shall be paid by buyer unless any of these charges result from negligence on the part of the seller in not conforming to the shipping instructions contained in order, in which event the seller shall assume payment of charges that have accrued by reason of his neglect.

SEC. 3. When price delivered at destination is agreed upon, the seller assumes all liability for any increase in freight rates, and receives the benefit arising from any reduction in freight rate. When price at shipping point is agreed upon, the buyer assumes all liability for any increase in freight rate and receives the benefit arising from any reduction in freight rate.

ARTICLE X. INSPECTION

SECTION 1. Lumber sold under this code is subject to the current grading rules of the National Hardwood Lumber Association; subject to such exception to these rules as may be mutually agreed upon.

When the order provides for official National Inspection, the lumber is subject to inspection under the regulations which govern the Inspection Department of the National Hardwood Lumber Association.

SEC. 2. When a shipment is received under an order which does not stipulate National Inspection, the buyer shall pay the freight charged against the shipment and unload the shipment unless it be plainly obvious that the contents do not substantially conform to the requirements of the order, or unless the carrying charges are in excess of the value of the shipment, and buyer assumes responsibility for his judgment.

In the event of either of these contingencies, the buyer shall immediately wire the seller that the shipment is subject to the disposition of the latter, stating conditions fully. Where these contingencies do not exist the buyer shall cause shipment to be inspected and measured, and if an unsatisfactory difference exists between the amount of seller's invoice covering the shipment and the value of the shipment computed from buyer's measurement and inspection, the buyer shall hold the entire shipment intact, unless buyer and seller agree otherwise, and immediately report this difference with piece tally to the seller.

SEC. 3. If it be impossible to adjust such difference by compromise, an inspector of the National Hardwood Lumber Association shall be called to inspect the stock under dispute.

SEC. 4. Should this original official inspection result in not more than four per cent deductible difference in money value from the invoice, the buyer is to pay all expense of the inspection. If the deductible difference be more than four per cent money value, the seller is to pay for the inspection.

SEC. 5. If the result of the inspection determines that there has been a substantial performance of the contract the buyer shall retain and pay for all of the stock that is up to grades ordered at the prices named in the order. The stock not up to grade shall remain the property of the shipper, and shall be subject to his disposition.

Nothing in the foregoing provisions of this article shall be construed to abrogate the right of re-inspection of either buyer or seller.

SUBSTANTIAL PERFORMANCE

(NOTE: The term "substantial performance" of a contract referred to in this code, is defined as being such performance that fulfills reasonably well all of the material and essential stipulations, though it may be deficient in respect to minor details of manner, depending upon difference

(Continued on page 44)

(Continued from page 30-B)

and his father, who had suffered business reverses in the panic of 1893, had become a railroad employee. John knew that if he was ever to have any capital he would have to save it out of his earnings. Again his fundamental thriftiness stood him in good stead. During the year of 1898 he saved \$500 out of a year's salary of \$900. He accomplished this by adopting a budget system and keeping a strict set of books on himself. This performance pleased his employers, and on his promise to duplicate the feat the following year, Mr. Taenzer agreed to allow him a five per cent interest in the profits of the firm, for which he invested his original capital of \$500 and gave a twelve-months' note for a like sum. This investment was most opportune, for the year 1899 was a fat one for the hardwood industry, and John cleaned up \$1,300 as his share of the profits. This with the \$1,000 he had saved, gave him a capital of \$2,300, and he had firmly planted his feet on the road to success.

At the end of five years John had added considerable to his savings and experience. He was ready to go in business on his own account, and this he did in 1902. In partnership with Albert N. Thompson, he organized the firm of Thompson & McClure. Each partner put \$3,000 into the business and it prospered from the start. In 1906 the business assumed the dignity of a corporate institution, being chartered under the name of the Bellgrade Lumber Company and taking in new capital and personnel. At the out-set the active participants in the corporation were W. L. Crenshaw, Albert N. Thompson, T. M. Cathey, J. W. McClure and F. P. Gearhart. Mr. McClure owned a one-fifth interest. Following the panic of 1907, which restricted the possibilities of the business, the partners, one by one, withdrew, with the exception of Cathey and McClure, who remained and bought in the stock of the others. These two were left as equal partners, and then the name of J. S. Williford, who had grown up in the employ of the company, was added to the list of officers of the company. The business has grown and prospered steadily. Cathey and McClure were strong believers in the future of red gum and were among the pioneers in introducing this wood. Because of the good business judgment of the partners, together with their eagerness to serve, and their strict integrity at all times, the business has achieved a position second to none in its field.

Begins Association Activities

It was in 1906 that John McClure's career first began to grow out of the narrow limits of his private business. In that year the Lumbermen's Club of Memphis elected him secretary. He served one term, and this experience opening his eyes to the possibilities of co-operative effort, confirmed in him an enthusiastic belief in trade association work. Since then he has devoted a large part of his time and thought to this enthusiasm. He assisted in the organization of the Southern Hardwood Traffic Association, and was its second president. He also was one of the organizers of the Gum Lumber Manufacturers Association and has been one of the most devoted workers for the fame of gum lumber. As vice-president of the gum lumber organization he was the first to start a general advertising campaign to extend the demand for a special wood. He was one of the organizers and the first president of the Southern Alluvial Land Association, which has helped to settle farmers on thousands of acres of Delta cut-over land, and direct the attention of the whole country to the unexampled fertility of the lower Mississippi valley.

When he was appointed to the inspection rules committee of the National Hardwood Lumber Association, John McClure's career began to take on a national aspect. After the second year in the ranks of rule maker, he was made chairman of this important committee and remained in this position for eight of as constructive years as the history of National Inspection can show. He did much for the simplification, standardization and stabilization of the National grading and inspection rules, which have become the universal standard for hardwood inspection not only in this country, but in Canada and Europe. Mr. McClure was vice-

president of the N. H. L. A. from 1918 until his elevation to the presidency on June 23 of this year.

Into whatever wing of the hardwood industry John McClure's growing business has sent him he has ranked with the leaders. Thus his expert interests resulted in his being called on for service on various of the committees in the National Lumber Exporters Association. He has also served on the board of directors of this organization and for one term was vice-president.

His company joined the National Wholesale Lumber Dealers Association and his enthusiasm and ripened experience in organization work, soon caused him to be placed on the board of trustees, from which place he passed successively through the vice-presidencies, and, in 1920, became president. He was at the helm of this organization during the two difficult years of depression, handling it with such skill that its membership increased and its usefulness received acknowledgment throughout the industry.

On Oct. 2, 1907, in Union City, Tenn., John McClure was married to Alline C. Crenshaw. Their family consists of three children, Ruth, 13, J. W., Jr., (Jack) 12, and Donald Cathey, now a year old.

The Bellgrade Lumber Company, of which John W. McClure is secretary-treasurer and equal owner with T. M. Cathey, the president, operates large hardwood mills at Louise and Cary, Miss. These mills are under the direct management of Mr. Cathey, who enjoys the reputation of being one of the ablest hardwood operators in the South. Both mills have large areas of excellent hardwood timber of the various southern species, but chiefly gum and oak.

The business connections of John McClure have expanded beyond the confines of his chief interest, the Bellgrade Lumber Company. He is president of the Memphis Lumber Corporation, operating retail yards and planing mills. For several years he has been a director in the Union & Planters Bank & Trust Co., of Memphis, one of the largest banking institutions in the South. He was until recently president of the De Soto Hardwood Flooring Co. He has served several terms as director of the Memphis Chamber of Commerce. During the war with Germany he was active in a number of patriotic endeavors. He organized a company of Home Guards, of which he became captain, and, going into the Liberty Loan organization was made District Manager over a territory comprising three counties of West Tennessee. He is a Rotarian and a charter member of the Memphis Rotary Club. He is a Mason and Knight Templar. He served as chairman of the Board of Mendicancy in the Memphis Commission Government, and is always to be found among the workers for any movement in Memphis for charity or civic improvement.

John McClure was born in Columbia, Tenn., on September 18, 1878, and his mother was a member of a fine old Tennessee family. From this announcement you can easily deduce that he is just forty-three years of age. Therefore, the best of his years are ahead of him, and, with his fine habits and robust health, we may well assume that the best of his accomplishments also lie ahead.

Russian Timber Trade Overestimated

The much mooted importations from Russia have been less for April, 1922, than for any recent month, according to the Lumber Division of the Department of Commerce, comprising only 70,800 cubic feet of sawn softwoods of very poor quality and valued at £6,541. It is said, however, that there has been much English buying for deliveries later in the season. The All-Russian Co-operative Society (Ltd.) (Arcos) reports having sold only £2,414 of timber in the United Kingdom during April and attributes this low total to the seasonal suspension of navigation from northern ports.

Arcos reports that "Severoless" (northern forests) has twenty-nine sawmills capable of dealing with 4,000,000 logs during the season; the actual output during the four months of this year being 57,000,000 board feet of sawn timber and 672,000,000 feet of all kinds. It is understood that "Severoless" employs more than 20,000 workers of all grades.

Interest is being aroused in English timber circles concerning the huge forest areas in Siberia, which are reported to be of more than 300,000,000 acres in extent, containing more than sixty varieties of timber useful for building and manufacturing purposes, as oak, ash, acacia, cork, walnut, birch, aspen, lime, elm, cedar, pine, larch and fir.

Band Mill

Manufacturers of Oak and Poplar

Our band mills are located in the heart of one of the most famous oak and poplar sections in the world. Soil conditions and topography of this region are ideal for the production of the finest possible texture in soft, even colored, mellow, and highly figured oak, and of the most desirable variety of soft yellow mountain poplar.

Our 15,000,000 feet annual production running 75% to White Oak presents a genuine opportunity to discriminating buyers to establish a dependable source of desirable stocks.

We Also Solicit Inquiries for Bill Oak

Address

Bond-Foley Lumber Company
BOND, KENTUCKY

Clubs and Associations

Michigan Hardwood Producers Meet

Publicity, traffic and other matters were briefly and informally considered by the Michigan Hardwood Manufacturers' Association at a meeting held in Chicago on June 22 at the Congress Hotel, just before the opening of the convention of the National Hardwood Manufacturers' Association. W. L. Saunders presented a report on the recent lumber standardization conference in Washington, D. C., and the members devoted some discussion to this. W. M. Wrape, chairman of the maple advertising committee, reported progress in the maple advertising campaign, and its general approval by the members. The discussion resulted in the examination of the question of extending the advertising to beech, and this will be considered at the annual meeting.

F. O. Barden, president, who presided, extended an invitation to the members to attend a loggers' meeting to be held in Boyne City, Mich., June 27.

J. S. Knox, secretary, was authorized to take action to intervene in the case taken to the Interstate Commerce Commission by the Indiana Public Utilities Commission, which is seeking uniform log rates throughout the Central Freight Association territory.

South Bend Club Enjoys Holiday in Michigan

The members of the South Bend Hardwood Club motored to Diamond Lake for their first summer outing Thursday evening, June 15.

The trip was delightful, the weather ideal, the spot selected one of the most beautiful in southern Michigan and everyone had a great time.

Two trips of the launch were required to land the entire party on "The Island," and after collars and coats had been discarded two ball games were organized and a spirited contest of nine innings, resulting in a three to three score, but was awarded by Umpire Schmuhl to the "Culls" because of superior showing.

Some real major league timber developed among the players. Chas. O. Maus showed real Babe Ruth ability, making the only home run, which, however, did not count in the score because made on a foul ball. Chas. Schadt demonstrated his ability in handling high balls by throwing his bat at one and connecting with it for a two-bagger.

After the ball game progressive horseshoes and bathing was in order

until about 5:30, when a fish and fried chicken dinner was served on the screened porch of the hotel overlooking the lake.

Hardwood Men Head New Orleans Club Tickets

With the annual election practically at hand, politics is beginning to bubble and boil at the New Orleans Lumbermen's Club, and present indications are that the hardwood phase of the industry will be well represented in the running. Two nominating committees were appointed by President Phil Lanier, and they have submitted two entire tickets, so that there is to be a real race. Whatever the outcome of the election, the hardwood branch of the business is bound to furnish the next president of the New Orleans Lumbermen's Club, for Clarence H. Sherrill, president of the Sherrill Hardwood Lumber Company, New Orleans, Merryville, La., and Paducah, Ky., has been selected to head both the "Sap-Stained" and the "No. 4 Common" ticket as president. Other prominent hardwood lumbermen active in the Southwestern Hardwood Manufacturers' Club who also will feature in the forthcoming election are: A. N. Smith, Bomer-Blanks Lumber Company, Blanks, La., named as a non-resident director on the No. 4 Common ticket; C. J. Coppock, Cybur Lumber Company, Cybur, Miss., named for a similar position, and L. P. DuBose, Dudley-Dubose Lumber Company, New Orleans, who was honored with the nomination for the resident directory on the same ticket.

Cincinnati Club Enjoys Outing

A highly successful outing was given by the Cincinnati Lumbermen's Club on June 9. The event took place at Colonel Tom Cody's farm at Erlanger, Ky., and was participated in by 100 persons. Preceding the dinner was a series of sporting events. The baseball game was the feature of the afternoon. P. D. Bailey's Colts defeated Roy Thompson's Vets by the score of 9 to 8. The feature of the game was the hitting of George Bramlage of the First National Bank, Covington, Ky., and the fielding of E. M. Bonner of the Atlas Lumber Company, who made three spectacular running catches in left field.

Cincinnati Club Plays a Day

The Buffalo Lumber Exchange never misses its regular summer outing, and the year would not be complete without at least two of them. When the members get out they form a nicely rounded-out community, and seldom invite more than a half dozen outside the trade to share their day's sport. The first outing of the season, given on June 13, was quite as enjoyable as usual. Many of the members brought their wives and daughters, as well as their sons, so that the rather small membership list was represented by 100 or more. Leaving automobiles at the foot of Amherst street, they embarked on the steamer "Seabreeze" for a run up the lake, then turning about were at the Launch Club on Grand Island at 1 o'clock.

The invitation had been given by Frank T. Sullivan, who is an officer of the club, and who took upon himself most of the responsibility of making things pass pleasantly. Two good meals were furnished in the pleasant

(Continued from page 42)

in judgment and which can be corrected without loss to party complaining.)

ARTICLE XI.

CANCELLATIONS

SECTION 1. If the credit of a buyer becomes impaired subsequent to the acceptance of an order by the seller, and upon request of the seller, the buyer fails to secure the payment for stock undelivered on the order, the seller may cancel the order or any unfilled portion thereof.

SEC. 2. If it becomes apparent that the seller cannot make delivery of stock covered by an order, or if delivery of the stock on the order, or any portion thereof, is unreasonably delayed, the buyer may cancel the order or any unfilled portion thereof.

(NOTE: The fact that the seller has oversold his stock, or the fact that the buyer has overpurchased his requirements, is in neither case a justifiable reason for arbitrary cancellation. Neither does the condition of the market bear any relation to the inviolability of a contract of sale and purchase. If the market goes down, the buyer is obliged to receive the stock purchased by him. If the market goes up, the seller is obliged to deliver and receive payment for the stock sold by him. Cancellation of an order by either party for any of these reasons is wholly without warrant, and is in absolute opposition to the letter and spirit of this code, which is based upon the principles of good faith and square dealing.)

ARTICLE XII.

ARBITRATION

SECTION 1. In order to adjust disputes arising between seller and buyer, in the application of the principles of this code, the following method for the arbitration of such controversies is applied:

SEC. 2. In all cases where arbitration is requested, the Secretary of the National Hardwood Lumber Association shall act as one of the arbitrators. The other arbitrator shall be the secretary of another lumber or lumber consuming organization, of which one party to the dispute is a member. If these two arbitrators shall disagree, they shall select a third arbitrator and a majority decision of these arbitrators shall be binding upon the parties to the dispute.

HOLLY RIDGE HARDWOODS



BRANDED
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Gum Oak Ash Elm Cypress

HOLLY RIDGE LUMBER CO. Red Gum is produced from the choicest logs from our own stumpage.

Due to our modern Band Mills and our expert mill men, our lumber is manufactured perfectly.

Our experienced and efficient organization in yarding Red Gum has been a constant study with the Holly Ridge Lumber Co. We use nine sticks in stacking 16' lumber; 8 sticks for 14' and 7 sticks for 12', and, in addition, flue our lumber so as to permit the maximum passage of air.

We are confident we have achieved success in the manufacture and care of Gum and want to give you the opportunity of using our Red Gum so carefully prepared for your use.

BAND MILLS

HOLLY RIDGE, LA. ST. LANDRY, LA.
MONROE, LA. MEEKER, LA.

BRANCH SALES OFFICES

DETROIT, MICH. BALTIMORE, MD.
KANSAS CITY, MO. INDIANAPOLIS, IND.

HOLLY RIDGE LUMBER CO.

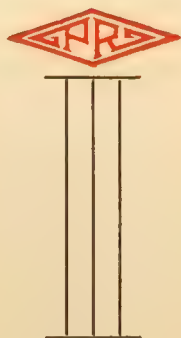
INCORPORATED

Main Office: LOUISVILLE, KENTUCKY



PEARL RIVER VALLEY BANDSAWN HARDWOODS

A sample shipment will convince you, that the quality and manufacture, which distinguish it, are neither slight nor theoretical.



Three hundred million feet of Virgin timber, located on the Pearl River, is evidence that we offer a reliable source of supply.

Our two modern 8' Band Mills at Canton, Miss., with a daily capacity of 75,000' assures a large and diversified stock.

Lumber properly and thoroughly air dried means economical handling on arrival at your plant, for this reason we have constructed our drying yard along lines as suggested by engineers, so as to permit the best air circulation.

PEARL RIVER VALLEY LUMBER COMPANY

MANUFACTURERS



BANDSAWN HARDWOODS

HAMMOND, LA.

Sale Talks on Value of Association Services

Veneer and Panel Manufacturers' Association Holds First Meeting Since Merger; Leader of Organization Shows That Industry Cannot Properly Safeguard Its Interests Unless It Is United Nationally

The serious efforts of those intrusted with the administration of the merger of the National Veneer & Panel Manufacturers Association and the Plywood Manufacturers Association, to build an organization which will adequately serve the industry in those endeavors in which united action is requisite to success, were exemplified in the address delivered by H. Brooke Sale of the Hoffman Brothers Co., Fort Wayne, Ind., president, at the opening session of the first meeting since the merger. This session was held at Chicago, in the Auditorium Hotel, June 20, and was the first of two days of the semi-annual meeting. Mr. Sale had this to say:

"It is not my intention to bore you with a lot of my ideas of what is going to happen in business, for with Babson, Brookmire, and Hoover gathering statistics and disseminating them, the first two, I imagine, at an enormous financial benefit for themselves, it would be rather presumptuous, in my opinion, for a business man who does not maintain a statistical department to attempt to advise you as to what is going to happen in the future.

"However, as I would feel a good deal like the poor, old sympathetic Irishman who upon hearing of that fatal disaster, the sinking of the Lusitania, immediately sought solace by imbibing of our old friend John Barleycorn to an alarming extent, and was found prone upon the sidewalk with his hands dangling out into the gutter. As it happened to be raining, the gutter was full of water, and one of his friends who feared for his safety, went to his rescue, and said, 'Pat, let me help you up.' And, Pat replied, 'Save the women and children first!'

"However, by deduction, we all must feel that we are on the verge of a long, strong prosperous period, not one such as we experienced in 1919, and the early part of 1920, but a logical, healthful prosperity. Those who have prepared during this period of physical, financial and moral reconstruction for what is to come, those who have fortified themselves with every available method of economy, will fare best, and be prepared for the final

reaction to depreciation which will inevitably come when the point of saturation is reached.

"You, no doubt, all recall the circumstances under which I was nominated and elected, but for the benefit of those who were not present at the December meeting, I can not refrain from reciting the circumstances from my point of view.

Accepted Presidency for Good of Industry

"I was endeavoring to be of service to the Association and industry by serving on a committee which was appointed for the purpose of revamping the by-laws with a view to consolidating the National Veneer & Panel Manufacturers Association with the Plywood Manufacturers Association and during the period of our labors, before we had completed, I was informed that the meeting was about to adjourn, having elected all of the officers, and myself as President.

"I recall within the past five or six years a time when a gentleman was elected to the presidency of this association, and only by the strong persuasion of a number of his friends did he accept the office; the strongest point which they made was that the position having been tendered him, should he refuse, would make it very difficult to find anyone who would accept the office, and which would very likely result in the disintegration of the association.

"I recite this that you may understand that my mental deductions were not in the least egotistical, but it has been the history of voluntary associations that when an office is refused, it is primarily because the association is not worth a great deal to the members, and the reason it is not worth a great deal to the members is that they have not put in sufficient funds to make it possible for any one person to draw a salary that would compensate an experienced person to spend the time necessary to properly direct the functions of the association.

"You have all had the printed copies of the proceedings of the meeting, called for the purpose of finally consummating the



H. Brooke Sale, President



F. B. Ward, Vice-President representing Plywood Group



H. J. Barnard, Vice-President representing Quartered Oak Veneer Group

consolidation of the two associations as well as the meeting of the executive committee which under the by-laws is composed of your president, treasurer and the chairman or president of the various groups of our industry. This meeting was held on May 19, and in order that you might know just what occurred, we had the proceedings of that meeting printed and distributed among the members.

Original Assessment a "Feeler"

"Therefore, if you have manifested the interest that we feel you should in your association, you are well posted on what has occurred since our last general meeting in December.

"While a few have expressed their intention of discontinuing their membership in the association, and have frankly stated that they felt the assessment made was entirely too high, the majority have come along with the idea of seeing whether we would make it worth their while.

"Now, gentlemen, won't you kindly put yourselves in the position of your executive officers and try to determine what should be used as an assessment basis, when you do not know what your gross budget will be, nor the number of members who will co-operate and further the amount of business which they are doing upon which they will pay their assessment.

"We finally concluded to use the basis which had been established in the Plywood Manufacturers association as a feeler to see what we could collect in the way of funds necessary to carry on the work, as well as the reaction of the members to such an assessment basis.

"May I interrupt myself right at this point to express what I feel should be in the hearts of everyone interested in this association, a keen regard for, and appreciation of, the broad stand which the Plywood Manufacturers association took toward the merger. They really had little to gain, as they would continue on the same assessment basis as heretofore, and the possibility of losing the interest of some of their members, because you know there has been a feeling among those who are not as well posted as they should be, that a general association such as we are now established could not function properly with the large buyers of the veneer manufacturers' product participating and co-operating with the manufacturers of such stock.

Association Plan Is Logical

"Personally, I am thoroughly of the opinion that we are on the right track, and those who think to the contrary are wrong in that if they will understand the scope of the groups, and the proper functions of the National Veneer & Panel Manufacturers association, they will see wherein it is as wisely thought out an association as there is in the woodworking industry of today. What can be more logical than bringing together the various manufacturers and processes of manufacture for general discussion and sociability, and the sub-dividing into groups, each group of which is entitled to have a representative on the Executive Committee in the person of their Chairman or President who would have the title of Vice President of the National Association, and have just as much to say in regard to the policy, as to assessments or any other matters which should properly come before the executive committee as any other one of any other group, and then to organize into groups each of those who considered it an advantage to do so, either by process of manufacture, kind of wood, or any other method which they collectively might decide upon, and they in turn to discuss with one another, function, and organize properly for such activities of the various programs of their particular group.

"It has been the idea of your executive committee, and those who have put in time and thought on the constitution and by-laws and future of this association, that the National Veneer & Panel Manufacturers association had certain functions which it would be possible to carry on with the groups organized under it, which would not be possible of accomplishment by individual groups. I refer to traffic matters, costing, and at such time as you may determine the logical moment to do so, publicity and trade extension.

"Mr. Allen, chairman of the traffic committee, will have a report to make at the present time, of which I feel you should be very proud, for when this work is finally consummated, and I have no doubt that it will be consummated; namely the proper distinction made between thin lumber used in glueing up plywood, and high priced surface woods used for musical instruments, furniture, etc., so that each may bear its proper proportion of the traffic cost, and not have the product of our rotary mills charged a freight rate on core stock as high as that which is charged for the high priced woods which can stand reasonably higher freight rates.

Traffic Protection Demands Union

"This work can not be carried on by the individual groups to advantage, for it would be very much the same as our patriot Benjamin Franklin said, 'We must all hang together, or, assuredly, we shall all hang separately.' In other words, in union there is strength, and when an industry as a whole is represented and goes before such a body as the Interstate Commerce Commission, the hearing which they obtain will be of greater interest to that body if the industry as a whole is complaining, rather than the individual or small groups, for reasons which must be obvious to all.

"Another very important function, valuable statistics, and methods to which we have fallen heir through the courtesy of the Plywood Association is a logical costing method. They have the machinery set up, reports made, and a very competent cost engineer engaged for the costing of our industry, and it only remains for the rotary manufacturers, the sawed thin lumber manufacturers, and such other groups as may form and wish to take advantage of this, to have established in their industries an intelligent method of costing at a nominal expense.

"We (meaning those with whom I have been associated in the manufacture of sawed and rotary cut thin lumber) have held the opinion for a great many years that costing could not be accurately determined in the reduction of forest products into lumber and so-called veneer, owing to the fact that it is impossible to accurately determine the value of a log until it is manufactured.

Forest Products and Packing Defy Costing

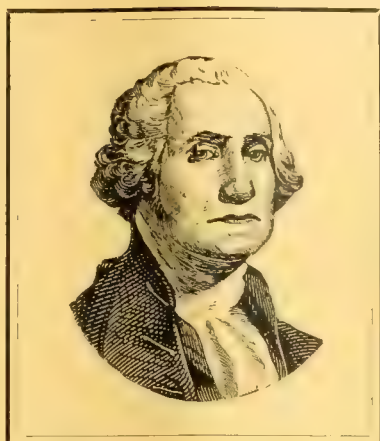
"We had our eyes opened recently through an audit made by the Inventory Auditing Division of the Internal Revenue, stating to us that they had not found it possible to obtain costs in two industries. Now, you will be surprised to know what these two industries are. The one is the packing industry, and the other is the forest products industry.

"Regardless of this statement, such industries as Armour, Swift, Cudahy and others who are producing such a large percentage of our food have certainly not gone on all these years without a method of costing as you may well know, but we in our industry taking it as a whole have been grossly ignorant of our cost, and even though we should be not able to get a costing system which would be absolutely accurate to the minutest detail, yet it would be far better to know that when a commodity was sold at a certain price that it would yield a profit.

"We are grossly neglectful in our industry in not having established a uniform costing system, and the time is not far distant when those who are properly equipped with a costing method will have come to the end of the road, because the vast forests which once covered these fertile United States are being surely consumed, and wasted with the prodigality equalled by no other nation in the history of the world. As a whole, our industry is as ignorant of its cost as could be possibly conceived, and surely when that time arrives when prosperity will have been considered as past, and we reach the cycle known to the statisticians as 'liquidation,' which comes just prior to re-adjustment, then and then only, will those who are properly equipped understand that they have wasted their time and energy and will realize but a small percentage of the book values which they have set up.

"When I started in to write this paper, I had the idea that I

(Continued from page 50)



"First in War, First in Peace
And First in the Hearts of His Countrymen"

GEORGE WASHINGTON was rather particular in whatever concerned his personal use and convenience. He despised shoddy. Whatever he did have was the best, and nothing but the best.

His famous writing cabinet, like that of Napoleon, Jefferson, Webster, John Hancock and the noted worthies of the past—was built of plywood-veneer.

And more than that: his desk still stands as staunch, as true and as "four-square" as in the old days of the Revolution.

All plywood in our plant, after taken from hydraulic press, is placed in a large room equipped with vacuum fans, and the process of drying is begun. After 24 to 48 hours, stock is taken from presses, put on sticks of uniform width and thickness, each

stick placed one directly above another, the entire package is put in an improved vacuum kiln, under heavy pressure to hold the stock flat and straight while drying and then dried to a moisture content not exceeding 5%.

Recent research has proven that the best and finest furniture construction of the Master Craftsmen of every period has been built on the plywood and veneer principle. And it is so today.

Here at New Albany is the largest and best equipped plywood-veneering plant in the world: our plant.

NEW ALBANY VENEERING CO.

New Albany,



Indiana

On the Back of Your
Veneered Tops and Panels
Means Guaranteed Quality

(Continued from page 48)

could condense my remarks to a comparatively small space, but I have not been able to bring myself to the point where I could feel that I had done my duty to bring, or attempted at least to bring, home to you the vital points on which I feel so strongly.

Should Solve Publicity Enigma

"On the subject of trade extension, I shall not attempt to say much. I believe that you have done unintentionally through your former officers an injustice to both your committee who gave so much time and energy voluntarily to the association and the Conover-Mooney Company, who went into the proposition with every belief and confidence that it would be carried out in accordance with the action of your trade extension committee. Financially we are not obligated for any vast amount of money as your Commissioner will have reported to you, but morally, as the negotiations with Conover-Mooney were made on the basis by which they were to obtain their compensation through commissions from the advertisers with whom the association would have contracts. I believe that you should determine definitely today what you are going to do with the work which your committee so faithfully performed, i. e., throw it into the scrap heap, or hold it for the future when the treasury shall have accumulated sufficient funds to justify proceeding with it, or the association members are in such a frame of mind as to stand an assessment which would finance the work.

"We will hear from some of the reports of the advertising and trade extension committee, and it will be for you to determine what can be done.

"May I again refer to the matter of budget, or assessment? We fell heir to some financial obligations, and undertook the payment of our commissioner at a comparatively slight increase in proportion to the increase in work over that which had been paid him by the Plywood Manufacturers' Association, and probable memberships, and it was the idea of your executive committee, that, from time to time, as the various groups would consider it advantageous to organize, they could finance their own groups in so far as their individual activities were concerned by assessment within their groups, when special work was required in special lines, but, in the event you have familiarized yourself with the by-laws and proceedings of the meeting of March 14, at which time the consolidation was finally effected, as well as the meeting of the executive committee, you will know that the Commissioner will act as secretary of any group, which will be organized at no additional salary or office expense other than the actual postage and traveling expense of the Commissioner, but in the event the costing engineer is required, then such additional expense will devolve upon the individuals of the groups who use him.

Need Storm-Proof Cost Accounting

"Let us not be like the ostrich and stick our heads in the sand, and think that the storm is past, or that we can stick our heads in the sand at any time, and let the storm pass, but let us build a properly constructed storm-proof cost accounting system, so that we may not be surprised by an adverse statement at the end of our inventory period, and may be able to anticipate our losses, which would otherwise occur.

"A letter came to me recently from one of our past presidents, and a man of distinct ability and success which gave me a new slant on the attitude of some of you toward the consolidation. The argument used was that the National Veneer & Panel Manufacturers' association has a distinct place in the lives of the various concerns, including rotary, sliced, sawed and the plywood, but taking this on a national scale, the different interests are so widely varied and so distinctly different that association work for the entire group must necessarily cover only the high spots. And, he stated that he believed that such an association is of value to the entire trade in a social and economical way.

"Now, then, if a number of the members of this association have that same feeling, I am perfectly satisfied that they have not realized the objects and intentions of the association as organized under the new by-laws. For, it is not the intention of the National

Veneer & Panel Manufacturers' association in so far as has been possible to decide to do anything other than attempt to knit together the various interests into a common interest in such functions as are common to us all, and to subdivide our work in those parts of the industry as you may determine for yourselves to be logical and to your advantage. You, no doubt, have heard of the recent meeting which the National Lumber Manufacturers' association held with Mr. Hoover, and Mr. Hoover's statement that, if the industries did not get together and arrange to conserve the forests of these United States voluntarily, then the Government would have to step in and force them to do so through establishing rules, regulations and methods by law, and you all know, with all due respect to Government officials and their earnest endeavor to give benefit to the business world generally, that they can not, from their theoretical point of view, consummate matters of this sort, as well as those who have spent their lives and energy on one industry.

"Gentlemen, if the lumber industry which has so far progressed as to have established a set of rules for inspection and inspectors giving certificates of inspection on cars of lumber through the National Hardwood Lumber association, is criticized, then pray what condition are we in to meet the Government's wishes, and may we not be forced to do some things which we know are wrong, simply because we have not been foresighted enough to properly organize and meet the changed conditions which have been brought about by the increased efficiency and the wonderful education we had during this war period, the subsequent fictitious prosperity, accompanied by the sad awakening, followed by the period of liquidation?

"If these industries can not now be united under the National Veneer & Panel Manufacturers' association and subdivided into groups by various kinds of wood or methods of manufacture, as well as the National Lumber Manufacturers' Association have organized, covering softwoods, hardwoods, and yea, practically everything in the way of forest products. What are we to do?

"I hope you will understand the differentiation made in the above between the different lumber manufacturers' associations, and the National Hardwood Lumber association, which are two separate and distinct associations, but with which you may not have come in contact sufficiently to differentiate, but our line, being so varied, namely, through sawmill, veneer saws, and rotary operations, we have had to keep in touch with the whole general line, and I feel that we certainly will have missed an opportunity, yes, even shown our gross ignorance of things that are happening about us, if we do not get wholeheartedly behind the National Veneer & Panel Manufacturers' association and make a stand in our subdivision of the industry equally as high as any other association in any other business, and I am thoroughly convinced that we are now so connected up through Mr. Wulpi, our commissioner, as to be entered upon a period of association activity, such as we have never heretofore realized or known.

"Gentlemen, I thank you."

"Why Manufacturers Organize"

Other particularly interesting features of the June 20 morning session were the addresses on the value of trade association work delivered by George N. Lamb, secretary of the American Walnut Manufacturers' association, Chicago, and Frank F. Fish, secretary-treasurer of the National Hardwood Lumber association, Chicago.

Mr. Lamb's address was in the form of a paper, and specifically was on "Why Manufacturers Organize," opening with a reference to man's tendency since prehistoric times to unite with his fellows for mutual advantage and coming down to the present day, when organization is the rule in industries and its value is demonstrated by the fact that the most prosperous and aggressive industries in the country are the ones which maintain strong associations. In full, Mr. Lamb, said:

"Perhaps a million years ago our ancestors had completed the evolution as tree animals that gave them the prehensile hand, strong active bodies, and an alert brain. About this time the

(Continued on page 58)

General view of the C. L. Willey Company's Plant in Chicago, showing Main Factory Building, Warehouse, Yard, Office, Storage Shed, and a Trainload of Logs on Switch Track.



Our Log Yard is constantly receiving supplies of Selected Logs from the Markets of the World. Our Size is the result of our Service—and we are just as ready to serve now, when growing bigger, as we were when growing big.

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*



A PICTURE cannot adequately represent the size of our plant, the efficiency of our equipment, nor the variety of our stock.

A whole book full of pictures could not tell you of our Service.

As we have said before:

"Our world-wide organization—the broad experience of our men—our well established policy of fair dealing at every point of each transaction—these are some of the things that give you assurance of satisfaction when you come to us for Veneer or Lumber."

C. L. Willey Company

2558 South Robey Street
CHICAGO, ILLINOIS

W. T. MOORE
110 Pearl St., Grand Rapids, Mich.

W. B. VAN
Everett Hotel, Jamestown, N. Y.

(1778)



Pickrel Walnut Veneers

Are Judged the Highest Standard of Wood Products

The supremacy of Walnut is acknowledged without a dissenting voice. Its acceptance by the American public is so impressive as to have stamped it without doubt the most satisfying, the most versatile and the most beautiful of cabinet woods. Walnut Veneers present the product of the walnut tree in its most refined aspect and with the wonderful resources for log selection, the carefully planned details of production and the truly conscientious spirit which characterizes the walnut veneer offered by the PICKREL VENEER COMPANY, that product can truly be accepted as the ultimate refinement of the walnut producing art.

PICKREL WALNUT VENEERS are judged best because, first of the wonderful log selection, and secondly, of the wonderfully organized perfection of manufacture. A constant reserve of six to seven million feet of selected veneers is always on hand for the selection of discriminating buyers and our product is offered to the consuming trades through thoroughly experienced and constant and conscientious individual representation—a personal touch which will prove invaluable to those inquirers for our product who are interested in a low cost in working and a more finely finished article.

PICKREL VENEER COMPANY
NEW ALBANY, INDIANA



COLLECTION OF LOGS is the keynote of the Walnut Industry



HIGH FREIGHT RATES prohibit excessive hauls for walnut logs. But to produce a desirable selection and quality of lumber and veneers, a wide range of log supply is imperative. This map gives striking proof that through the strategic location of the Pickrel plants, buyers of Pickrel Walnut Lumber and Veneers are insured the pick of practically 100 per cent of the walnut region. Our product is offered on the market in line with lowest competitive prices.

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

Specialists in DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICHIGAN

Rotary Cut NORTHERN VENEERS

Members of
Maple Flooring
Mfrs. Assn.

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers. We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring.

GET OUR PRICES

The Northwestern Cooperage & Lumber Company
CHICAGO OFFICES:
812 Monadnock Block
Gladstone, Michigan



The
MARK
of a
NEW
STANDARD
in
GLUE WORK

"CASCO-MADE"
goods are worth
more — IDENTIFY THEM.

Send for "CASCO"
Red Book—a
manual on Veneers, Panel-Making and Glue.

Samples of
"CASCO"
on request.

To enable users of

"CASCO" WATERPROOF GLUE

to derive full benefit from the fact that their products are manufactured with the strongest and best commercial glue in the world, we now offer—without cost to "CASCO" users—"CASCO" seals for pasting on "CASCO-MADE" articles. These seals are 2" wide and printed on white gummed paper in black and red. Where paper seals are not practical, we will be glad to furnish rubber stamps of the same design.

Write us how many seals or rubber stamps you can use.

THE CASEIN MANUFACTURING CO.

Largest and Longest Established Manufacturers
of Casein Products in America

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

Dates Set for Evansville Furniture Market

The executive committee of the Evansville Furniture Manufacturers' Association has fixed September 11 to 16 as the dates for holding the semi-annual furniture and stove markets in Evansville, Ind. Three large buildings will be used in showing the exhibits and according to John C. Keller, secretary of the Evansville Furniture Manufacturers' Association, the coming market promises to be the largest that the association has ever attempted. It will be the fourth semi-annual market given under the auspices of the association. Mr. Keller, assisted by the members of the executive committee, will start within a short time sending out advertising matter on the market to retailers in practically every state in the Union and to many towns in Canada, Cuba, Mexico and Porto Rico.

Elected to Bank Directorate

Gilbert Bosse, manager of the Imperial Desk Company, and George E. Riechmann, of the Evansville Furniture Company at Evansville, Ind., have been elected directors of the West Side Bank at Evansville. Mr. Bosse was chosen to take the place of the late Benjamin Bosse, mayor of Evansville and president of the Globe-Bosse-World Furniture Company, who died on April 4 last.

Karges Heads Building Company

A. F. Karges, president of the Karges Furniture Company at Evansville, Ind., has been elected president of the Furniture Manufacturers' Building Company, operating the large Furniture Exchange building at the corner of Fourth and Vine streets at Evansville. H. J. Rusche, of the Specialty Furniture Company, was elected vice-president. Harry H. Schu, of the Crescent Furniture Company, was re-elected to the position of secretary, and he also was elected treasurer to take the place of the late Mayor Benjamin Bosse, president of the Globe-Bosse-World-Furniture Co., Directors for the year were chosen as follows: William A. Koch, of the Evansville Metal Furniture Company; Edward W. Ploeger, of the Globe-Bosse-World Furniture Company; Harry H. Schu; Charles M. Frisse, of the Globe-Bosse-World Furniture Company; A. F. Karges and Henry J. Rusche. Frisse was added to the board of directors to take the place of the late mayor. Fred W. Brennecke was elected manager of the Furniture Exchange building for the twelfth time.

Evansville Manufacturers at Furniture Market

Evansville furniture manufacturers are well represented at the furniture markets at both Chicago and Grand Rapids and they have splendid displays of their goods at both markets. Following are the names of the Evansville manufacturers who are represented: O. A. Klammer, Elmer C. Schu, H. W. Goebel, and B. J. Bouning for the Klammer Factories; William A. Koch, Evansville Metal Bed Company; J. P. Frisse, Metal Furniture Company; P. H. Reddinger, P. H. Reddinger Manufacturing Company; Clarence C. Noelting, Faultless Caster Company; J. W. Schoettlin, A. T. Garrett, Crescent Furniture Company; H. N. Ashworth, Mutual Furniture Company; Henry Bockstege and Fred Bockstege, Bockstege Furniture Company; H. L. Guth, Walter Keenev and E. D. Wemyss, Crown Chair Company; W. V. Dixon, Evansville Table Company; C. Graulich, Mutual Furniture Company; Walter Ellis, Evansville Desk Company; George Riechmann, Evansville Furniture Company; O. E. Ellis, Evansville Top and Panel Company; Edward W. Ploeger and Charles M. Frisse, Globe-Bosse-World Company; E. F. Diekman, Crescent Stove Works; Gilbert Bosse, Imperial Desk Company; H. J. Karges, Indiana Stove Works; and C. A. Schu, United States Furniture Company.

The Borden Cabinet Company, at Borden, Ind., has increased its capital stock from \$25,000 to \$100,000.



BeVeCo
VENEERS

Bird's-Eye Maple Veneer

*Gives that touch of refinement
to quality cabinet work*

THE delightful beauty of bird's-eye maple has been acknowledged by many generations of home builders. Its lasting popularity reflects as well the inherent quality of the wood. Bird's-eye offers a touch of delicacy not otherwise procurable and for innumerable purposes is indispensable. Bird's-eye for the exceptional bedroom suits, for the delicate boudoir interior, for such refreshing contrasts as drawer linings, where the dark outside effect is used, is incomparable.

The Bird's-Eye Veneer Com-

pany stands practically as the bird's-eye veneer industry. In our selection of logs we canvass practically all points of possible bird's-eye production. The standards of bird's-eye manufacture are based on Bird's-Eye Veneer Company refinements of method. The product offered on our sales floor is indisputably the ultimate attainment in beauty of figure, uniformity of color and consistent perfection of manufacture. Beyond that our service to customers is one hundred per cent conscientious.

May we suggest to you some of the many new uses for bird's-eye which are helping to make profits for furniture, interior finish and other manufacturers?

BIRD'S-EYE VENEER COMPANY
ESCANABA, MICHIGAN



HOW DO YOU DRY YOUR VENEER?

If you
haven't a

COE ROLLER VENEER DRYER

we venture the assertion that many times you have wished you did have one. There is no time like the present to gratify that wish and thus place your plant on a much more efficient basis and give an added quality to your product. If you are not familiar with the performance of this wonderful machine, write us for a list of users and investigate and you will be surprised to find what a handicap you have in being without one.

ALSO SEE THE NEW TWENTIETH CENTURY COE VENEER LATHE

In a short time now we will send you a new Clipper bulletin, in which you will find described our style L Clipper *with the automatic stop*

THE COE MANUFACTURING COMPANY, PAINESVILLE, OHIO, U. S. A.

We Are Now Located
in our
New Fireproof Plant
at
717-723 Park Street

Increased facilities permit of carrying
a larger stock
of

Plywood and Veneers

For quick shipment in car and
less than car lots. Panels made
to your dimensions.

Write or Wire for Prices

Geo. L. Waetjen & Co.

MILWAUKEE, WISCONSIN

MANUFACTURERS OF
HIGH GRADE

Cross-Banding

WE SPECIALIZE IN SINGLE-PLY VENEER

LET US QUOTE YOU

DANNER VENEER COMPANY
MOBILE, ALABAMA



Hoffman Brothers Company

ESTABLISHED 1867

INCORPORATED 1904

VENEERS
HARDWOOD LUMBER

800 W. Main St., FORT WAYNE, IND.

Plants: Fort Wayne, Ind. Kendallville, Ind. Burnside, Ky.

Indiana and Kentucky Plants Operating Steadily

The various furniture factories at Evansville, Ind., as well as those at Jasper, Ind., Tell City, Ind., Owensboro, Ky., and Henderson, Ky., are being operated steadily and in some instances the plants are running on practically a pre-war basis and the outlook for trade during the balance of the year is regarded as very good. The furniture manufacturers report that there is a very good tone to the market and that things look better for them now than they have at any time during the present year. The number of unemployed men and women in Evansville is less now than at any time since the first of the year. Chair, desk and table manufacturers report some improvement in trade during the past two or three months and believe that this year, taken as a whole, will be a better trade year than last. Veneer manufacturers report that their plants are being operated steadily and they look for a good improvement in business as the furniture trade gets better.

Klamer Factories Incorporate

The Klamer Factories at Evansville, Ind., have filed articles of incorporation with the secretary of state at Indianapolis and thus are incorporated as selling agents. The capital stock of the new concern is \$100,000. Henry W. Goebel, Oscar A. Klamer and Fred L. Schaefer are the incorporators. The Klamer Factories, Inc., represent all of the Klamer factories of Evansville, and the purpose of the new company is to act as selling agents for these factories all over the United States.

The late Benjamin Bosse, mayor of Evansville, Ind., and president of the Globe-Bosse-World Furniture Company of that city, who died on April 4, carried life insurance to the amount of \$312,000. He was the most heavily insured man in that city. His estate, which was left in trust, is valued at more than \$1,500,000.

The Arkansas Veneer Company, Helena, Ark., has sold out to McKnight & Cannon.

Should Educate the Panel User

A rather new thought in connection with proposed plans for enhancing the trade standing of veneers and plywood in the wood-working arts was contributed to a representative of Hardwood Record a few weeks ago by a ranking pioneer in the industry, a man who has spent practically a half century in the production of veneers and panels, and who has not only personally experienced most of the development of the industry in this country, but has contributed tremendously to that development.

In putting to Christopher W. Johnson, president of the St. Louis Basket and Box Company, St. Louis, Mo., a query as to what is necessary to the further advancement of the panel industry, Hardwood Record's representative was rather startled with the simplicity of the reply. Mr. Johnson's attitude manifests complete sympathy with the plan for giving publicity to plywoods, but his own minute knowledge of the business demonstrates to him, at least, that in addition to gaining publicity of a general nature, it is necessary to carefully educate the panel user in those practical points which if ignored will cause dissatisfaction and thus react to the detriment rather than the benefit of the panel manufacturer.

Ninety per cent of the difficulty experienced in handling panels is, according to Mr. Johnson, attributable to improper drying and improper finishing. In the matter of drying there are many factors involved and provisions for removing moisture must be calculated on two essential requirements, i. e., to quickly remove the moisture down to three to five per cent moisture content after redrying, and to provide such equipment as will effect this quick removal even when weather conditions actually work against speedy operation. The drying problem demands earnest attention.

Mr. Johnson emphasized the need for expert supervision in the redrying room, particularly to provide for speedy removal of the excess moisture administered through the application of water stain. Haphazard and careless treatment both during the operation and following it, is apt to cause excessive penetration resulting in more or less disintegration of the fiber or glue joints. Thus this moisture must be removed at the earliest possible moment and the panels maintained in a safe condition of moisture content.

In the matter of finish and as involved primarily in the sanding operation, Mr. Johnson particularly emphasizes the value of common sense and the great difficulties which could result from ignoring ordinary precautions. It very frequently happens that the sanding operator has been running on solid lumber, which permits of a much freer motion and is less exacting than is the sanding of an expensive panel with a thin sheet of fancy face veneer. The sander being set for lumber naturally operates with a greater degree of lost motion when employed on fancy work than if set expressly for panel sanding, and in addition the operator who has been running on lumber is apt to exert considerably too much weight in sanding the panel, causing his sandpaper to go clean through the face veneer.

The commercial panel man selling fancy face panels to a new customer should emphasize the importance of closely supervising the sanding operation in order to educate the woodworker in the requirements peculiar to handling this product.

Mr. Johnson's observations included, too, the man who buys his veneer and makes his own panels. In his own shop the firm and the

loose side of veneers are plainly marked, it being absolutely essential that the loose side be put against the inner ply. Even if this requirement is rigidly adhered to and the tight side is placed on the outside of the panel, it may be that if too great pressure is exerted during the sanding process, the abrasive will cut through the tight outer surface and penetrate to the loose side, thus destroying the possibility of applying a fine finish. If the veneers are improperly laid, the fault lies with the panel man, but with the firm side exposed to the sander this harmful result will come only when the sanding is improperly done.

These points are emphasized by Mr. Johnson not for the purpose of schooling the bench man or the artisan, but because they truly reflect broad principals involved in the utilization of panels, which if not properly observed will unfavorably react upon the panel industry. Proper education in such essential features will, in Mr. Johnson's opinion, greatly tend to advance the cause of the industry and secure a widening market for its product.

Other requirements reflecting back to the panel manufacturer in his own plant involve principally the matter of production cost and selling price. No business can be permanently built without a thorough understanding of the cost details of every phase of the operation, whereas with such complete record of cost, many of the difficulties ordinarily experienced will automatically right themselves, purely by virtue of the fact that through such figures they are self-revealed. The great trouble in many businesses is, according to Mr. Johnson's experience, (which is considerable,) that errors and inconsistencies are not discovered in time simply because they are not revealed through a proper understanding of costs. Today many items of panel manufacture are actually selling below the cost of production and with this point properly recognized, the trade would regulate its production and sales in conformity to that fact, thus automatically correcting what otherwise is apt to become a truly sinister influence.

Mr. Johnson's career, by the way, would prove distinctly interesting reading to almost anyone desirous of making his mark in any line of business. He has obtained a notable position by dint of consistent unremitting labor. Mr. Johnson goes back to the old Michigan white pine days, his first experience with veneers taking place in Muskegon, Mich. Way back in the seventies he cut walnut veneers for the Singer Sewing Machine Company. He went to St. Louis in 1883, becoming plant superintendent at the age of twenty by virtue of a notable record in his previous connections. At the time he went with the present plant it was apparently on the toboggan, being in debt for some \$80,000. It seems that he made a splendid impression on the local representative of the western capitalists who owned the outfit and through him acquired the plant in the early nineties, since which time it has been brought to its present splendid state of development. During these years a tremendous reserve of timber has been acquired and manufacturing and plant facilities of the most extensive dimensions and best obtainable character have been provided. Today Mr. Johnson is able to view with considerable complacency not only this going business, the product of his diligence and foresight, but a far reaching and important association in other notable business and industrial enterprises. And to fill his cup of contentment, he is, at the age of fifty-nine, the father of an eight-months-old son who not only carries his father's full name but has already developed a striking resemblance to him.



Christopher W. Johnson

(Continued on page 50)

Central Plateau of Asia was changing from tropical forests to meadow and prairie. Most of the species perished or perhaps followed the tropical forests South. The saving remnant, perhaps cut off by natural barriers, were forced to struggle for existence on the ground. Some few survived. These were our ancestors. Pre-history shows broken glimpses of the development of this race into manlike creatures and finally into men.

"Beginning with early paleolithic times, man began to organize. This is a story of absorbing interest. In neolithic times the foundations for civilized organization were laid down. Since the dawn of history organization and differentiation have been progressing, now fast, now slow. In modern times the great key to our progress in civilization has been organization. Man's first organization was for defense or aggression, then came religious organization and this led to the organization of the State. With the development of the State, organization, due to community of interests, spread in every direction. Commercial interests organized and developed but more or less on the individual basis.

Trade Organization Is Modern

"It has only been within modern times that commercial organization has developed on any thing but geographical lines. It is only within comparatively recent years that distinct lines of industry have become really conscious of themselves. Today the most progressive industries are well organized. The various individual firms that make up the industry can see farther than just the horizon of their own particular little business. They can think in terms of a certain raw material, a process of manufacture, or a product, as the case may be. One of the earliest and most futile conceptions in commercial organizations was the idea that mutual advantages could be gained by mutual agreements in regard to selling prices. This led to certain glaring abuses and later to very proper legislation in the interest of the public to prevent unfair price organization. Some industries even today may feel that this is the one great field for mutual profit and by various clever practices seek to evade the penalty of price combination. Such industries by fighting the great business law of supply and demand will be our least prosperous and stable industries. Their system is wrong and when they fall they fall hard—and there will be a lot of casualties.

Morality Alone Succeeds

"The modern idea of industrial or commercial organization is founded upon moral lines, that is—it operates for the public good. The successful trade association of today renders a worthy service. It not only serves its members in a perfectly legitimate and constructive way, but it serves all business and the public at large equally well.

"Bringing the discussion down to the present moment, we may now ask why the veneer and panel industries are organized and what they may expect to accomplish.

"The 'why' part of it is easy. You have an organization today because there are certain men in the industry that have enough vision to see that their own interests cannot be fully successful unless the industry as a whole is successful. They are willing to give their time and money to improve the industry of which they are a part.

"What you can accomplish will depend upon the quality of your leadership and the degree of cooperation in your membership. With proper leadership and unfailing member support this industry can chart and follow a remarkable path of progress.

Defining Association Services.

"The path of progress for the industry can readily be divided into productive fields of endeavor:

- "1. Information on raw materials.
- "2. Information on manufacture.
- "3. Information on stocks, production and shipments.
- "4. Credit information.
- "5. Traffic and insurance.
- "6. Improvement of products.
- "7. Standardization of specifications.

"8. Conservation of materials.

"9. Public information bureau.

"10. Trade extension.

"In the first of these fields you are doubtless as familiar as I am with the methods and the results to be accomplished. In the field of trade extension my experience in the handling of the successful Walnut educational work may give weight to the suggestions that I have to offer. In so doing, however, I do not wish to minimize the importance of the other fields of association effort that have been suggested. Your trade extension is really the heart and soul of your association as its accomplishment means success for the industry and for the members, through service to business and to the public.

"Before putting into operation a plan of trade extension I believe that you should devote a lot of real thought to a study of the situation. Plot the history of the industry. Chart its present condition, and then map out just what you want to accomplish, and how you expect to do it. Don't jump at conclusions.

"It is easy to spend money in foolish advertising and it is easy to get someone else to spend it for you foolishly. Test your plan thoroughly before you spend your money. A theory evolved in an office may not be worth a nickle in real cash drawer returns to the men who have to pay for it.

Plywood Is Word to Advertise

"As I see your problem, it is comparatively simple. You want to sell more veneers and plywood. To do so you must create consumer demand, rather, in your case, or overcome consumer resistance. According to the dictionary and to the belief of fifty million people in the United States the word 'veneer' means something shoddy—make-believe, or a process to cover up something inferior. At the 'Better Homes Expositions' I have come in personal contact with thousands of furniture owners in various large cities and have had the painful knowledge thrust upon me that the word 'veneer' is hopelessly 'in bad' with the public. We know it isn't true, we know that veneers have a most worthy place in wood construction, and that plywood, both structurally and artistically, is a superior article. What you know and what the public thinks, however, are two distinctly different matters.

"Your problem is to put both veneer and plywood where they belong by educational work. This can be done at a reasonable cost and profitably by education on 'plywood,' 'built-up panels,' or whatever you decide to call the product. It cannot be done by talking 'veneers.' The pretty stories of the history of veneers make the veneer man feel good, but they won't sell veneers to the public. It will be infinitely easier to sell a new word to the public like 'Plywood' than it will be to overcome a universal prejudice that exists against 'veneers.' The word 'veneers' is hopelessly damned and it would take a generation and several millions of dollars to educate the public to a full appreciation of its advantages. On the other hand, the word 'plywood,' where it is known, is favorably known. Its development during the war caused a lot of people to hear of it and learn its value. Building on the plywood idea you can sell it to the American public, and if plywood goes over then gradually veneers will come again into their own. It is human nature to tell others when you get a new idea. Everyone likes to pass on timely bits of real information.

Public Shies at "Veneer"

"This trait can be utilized to sell the public on 'plywood.' The same trait makes the well established resistance to 'veneers' positively hopeless. As a concrete example—I have shown fine walnut room paneling and literally talked it to thousands. The first expression is usually, 'My, isn't that beautiful! I always did like walnut.' The next expression is usually an interrogation, 'Is it solid or only veneered?' At first I answered 'Yes,' and enthusiasm cooled and the visitor passed on. After various experiments I found that I could hold their interest by explaining that the panels were built-up plywood. I explained the core, the crossbanding, and the figured face. I briefly pointed out the superiority of these panels and the word 'veneer' finally was dropped entirely from

my vocabulary—it would not do. It raised a mental wall to the acceptance of my message.

"In your educational campaign with the live public information bureau that is an important part of it, your opportunity for real trade extension is unlimited. It is the largest and most inviting field in the entire category of wood-using industries. Your industry is the key to the progress of the next twenty-five years in wood utilization. But you must function as an organization if you expect to make any real progress."

Fish Speaks on Success of National

Mr. Fish spoke extempore in his characteristically vigorous manner. For the encouragement of the members of the veneer and panel organization, Mr. Fish referred to the early history of the National Hardwood Lumber association when, as is now the organization he was addressing, "we were fighting for a foothold and laying our foundation." Some of the earliest opposition which his association encountered, Mr. Fish said, came from manufacturers who did not want to belong to an association of which their customers (the wholesalers) were a part. However, the organizers of the National believed that such an organization could never become national in fact, as well as in theory, unless all branches of the industry should be given representation. They believed that the wholesaler who has spent the better part of his life acquiring information on the requirements of consumers of hardwoods, having perhaps a more accurate store of this very necessary knowledge than the millman who had been manufacturing and was not maintaining a sales organization, was entitled to equal representations in the councils of the trade.

The wisdom of this belief has been demonstrated, Mr. Fish pointed out, by the success of the association. Now in its twenty-fifth year, it is the largest trade association of manufacturers and distributors in the country, has a membership of firms and individuals in excess of fourteen hundred. As to the exact percentage of manufacturers in this membership, Mr. Fish said he would be frank to say, no exact figures could be given. This was because the association had never thought it necessary to draw a rigid line of demarcation between the two branches of the trade in its membership. But it was estimated that 70 per cent of the members are engaged in the manufacture of hardwood lumber.

Another gratifying thing to contemplate in reviewing the success of the National association is the fact that today some of those who supported the view that manufacturers could not associate in a trade organization with their customers are the most enthusiastic advocates of combined association activities for makers and distributors of hardwoods, Mr. Fish said.

Concluding, Mr. Fish invited the members of the veneer and panel organization to attend the silver jubilee of the National, and declared that even the most enthusiastic trade association men of today fail to realize the importance of the future of trade association work to American business.

Membership Numbers Eighty-Eight

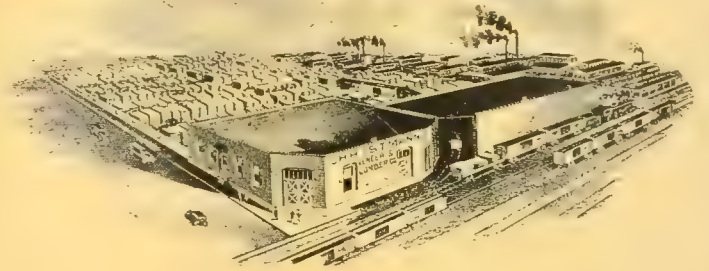
The report of M. Wulpi, Chicago, the commissioner, stated that the association has a membership of 88 plants, the assessment of which should produce a yearly revenue of \$15,600, or enough and more than enough to cover the present budget.

Publicity Campaign is Abandoned

During the second day's session the question of the national publicity campaign was considered and it was decided that because of present conditions the effort will not be continued. A refund in full of all contributions was ordered.

H. J. Barnard, president of the Quartered Oak Manufacturers' Association reported that at a meeting in Indianapolis on June 13, his association had voted to join the National Veneer & Panel Manufacturers' Association as a group. This enrolled fourteen additional plants in the national association, the other eight being already members.

Chairman C. B. Allen of the Transportation Committee made



IN OUR ST. LOUIS YARD AND WAREHOUSE

We Carry Large Stocks of

LUMBER, VENEERS and BUILT-UP PANELS

and solicit your inquiries for these items
for IMMEDIATE SHIPMENT

**CHRISTMANN
Veneer and Lumber Company**

Hall and Buchanan Streets

St. Louis, Missouri

a report of the status of the work on Bill 8131 and prospects for early successful conclusions.

B. W. Lord of Chicago made report on the U. S. Chamber meeting, pointing out the importance of its work and necessity of its support by American business. Mr. Lord is councillor from the association to the national chamber.

Cost Engineer H. D. Potter of the Plywood Group made explanation of that work and the possibilities under it.

The meeting voted to take over the costing contract and install Mr. Potter as cost engineer of the national association.

Disbarment Charges Filed Against Hawke

Formal charges in disbarment have been filed against George S. Hawke, lawyer, with offices in the First National Bank Building, Cincinnati, O., by a special committee appointed some time ago by Judge Thomas H. Darby of the Hamilton County Pleas Court. Attorney Hawke, it will be remembered, announced last year his intention of launching a campaign against furniture manufacturers and retailers throughout the country, who he said, misrepresented their merchandise. This campaign was to have been conducted under the auspices of the "National Furniture Association," of which Mr. Hawke is the acting chairman and one of the incorporators.

The charges against Attorney Hawke contain two counts. One accuses him of unprofessional conduct in the securing of licenses for the operation of a pool room by aliens under the name of the "Lincoln Poolroom Company," of which he was secretary. The other count recites that he was "convicted of a crime involving moral turpitude on March 9, 1922, in the Municipal Court of Cincinnati," in connection with the securing of the licenses.

The committee report was presented by Attorneys C. O. Rose, Charles Sawyer and Robert Goldman, three of Cincinnati's

LONG-KNIGHT LUMBER COMPANY

INDIANAPOLIS, INDIANA

WALNUT HARDWOODS

veneers

Mahogany, American Walnut, Quartered White Oak

MANUFACTURERS & WHOLESALE

veneers and panels

BIRCH
PLAIN OAK
BROWN ASH
GREY ELM
MAPLE
PINEWOOD

WISCONSIN VENEER CO.
MANUFACTURERS
RHINECLANDER, WIS.

most prominent lawyers. The charges have been spread upon record of the Hamilton County Common Pleas Court and a copy has been sent to Attorney Hawke.

Hearing of the disbarment proceedings will be held June 26 before Judges Stanley Struble, Edward T. Dixon and Fred L. Hoffman. The special committee which preferred the charges will act as prosecutors of Attorney Hawke in the trial. Hawke will be entitled to be represented by a lawyer at his trial, which will proceed as any other court trial. The typewritten charges are voluminous and detailed. They were drawn up as the result of conferences in which many witnesses were examined. While the report does not cite the fact, members of the committee stated Attorney Hawke also appeared before the committee.

The case arises from the situation resulting from a city ordinance which prohibits aliens from operating poolrooms. It is charged that Hawke, as attorney for several aliens who were poolroom owners, organized a company known as The Lincoln Poolroom Company, in which the aliens were to own stock. The poolroom licenses, however, it is charged, were issued to the company and thus the operation of the city ordinance avoided.

The committee representing the Cincinnati Bar Association charges that Hawke did not organize the company in good faith, but he purposely and knowingly devised and executed a fraudulent and unlawful scheme and subterfuge in order to circumvent the provisions of said ordinance.

The charges allege that "in fact the Lincoln Poolroom Company was not the proprietor and had no interest therein as Hawke well knew and it was thereby intended to deceive the city auditor and other officers of the city so as to permit aliens to continue to be proprietors of billiard and pool tables."

It is charged that the application by Hawke for licenses for the company was "a fraud, in that said company did not then own said tables."

"I have nothing whatever to say," attorney Hawke declared

when advised that the charges had been filed. On further questioning he said he expected to appear at the trial of the matter and expected to be represented by an attorney or attorneys. He said the statement by the committee that he had been given an opportunity to appear before them was correct. Under the law Attorney Hawke will be given time to file an answer to the charges.

G. O. Worland Goes to Roddis Organization at Marshfield

After two months' of rest, following his resignation from the Evansville Veneer Co., Evansville, Ind., G. O. Worland has gone to Marshfield, Wis., to become manager of the Roddis Lumber & Veneer Co., the headquarters of which are at Marshfield.

In his present position Mr. Worland will have a wide field for the employment of his very considerable experience in the production and marketing of veneers and panels, especially his ideas on the extension of demand for these commodities. During 1920-1921 Mr. Worland was chairman of the Trade Extension Bureau of the National Veneer & Panel association and directed the extensive research work, which was done with a view to a national advertising campaign to extend the market for veneer and panels. The broad merchandising ideas gained while he was directing this endeavor will be given play in his managership of the large Wisconsin company.

This company is one of the largest of its kind in the country. The company has at Marshfield a sawmill, a veneer and panel plant and a door factory. It also has a big mill at Park Falls. The company owns stumpage to supply the raw materials for its plant and part of its lumbering equipment is twenty-seven miles of standard gauge railway.

Mr. Worland was for ten years secretary-treasurer and manager of the Evansville Veneer Company and is one of the best-known men in the trade. In Marshfield he will be the right-hand man of Hamilton Roddis, the president of the Roddis Lumber & Veneer Company. He remains a stockholder of the Evansville Veneer Company.

Mr. Worland is now arranging to sell his handsome home at Evansville and as soon as this sale has been made will move his family to Marshfield to reside.

While in Chicago recently Mr. Worland reiterated his belief in the possibilities of exploiting latent fields of veneer and panel demand through advertising. He believes that the future prosperity of the industry depends upon such efforts. The prosperous period of phonograph manufacture caused an overorganization of the industry for production, and Mr. Worland believes that new fields of use must be opened up and old fields extended if this surplus production capacity is to be given healthy use and not merely to continue as means of depressing prices and keeping the market glutted with veneers and panels.



G. O. Worland

IOWA WALNUT

Little Things That Turn Sales

A very slight difference in two pieces of furniture will often turn the sale for or against your product.

A bit more fineness of grain or texture—a little greater attractiveness in the marking or color—turns the trick.

In Iowa Walnut—grown in the rich loam of Iowa corn lands—you find that evidence of higher quality to help lift your products from the mass.

Let us prove it. Write for quotations on some unusually fine lots of lumber and veneers now in stock.

Des Moines Sawmill Company

Des Moines
Iowa

THE shrewdest buyers
are not those who can
pick the lowest prices,
but those who can
pick the goods with
the greatest merit.

**Have you ever used
“Louisville”
Plywood
?**

The Louisville Veneer Mills

Manufacturers Plywood “Made Right” to “Stay Right”

Louisville, Kentucky

OFFERING

Thoroughly Kiln Dried Lumber and An Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried, and also to offer kiln drying service of proven efficiency for handling either green or dry lumber. We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

Try STIMSON at Owensboro the next time

J. V. STIMSON & CO.

OWENSBORO, KENTUCKY

dining room of the club, and games of many sorts were enjoyed in the interval between. The ball game resulted in the rolling up of 12 scores by F. Chase Taylor's nine, as against 9 by Fleming Sullivan's team. The weather was cool and the usual spectacle of the batteries weakening before the game was through did not take place.

Southwesterners Back Hoover Conference; Hear Sherrill's Account of Expulsion from National

The Southwestern Hardwood Manufacturers' Club, comprised of the leading hardwood operators of Mississippi, Louisiana and Texas, went on record unanimously at its regular monthly meeting at the Lumbermen's Club, New Orleans, June 7, as standing four-square behind the outcome of the epoch-making conference recently of representative lumber interests with the secretary of commerce at Washington. The resolution was drawn and moved by J. B. Edwards of Hillyer, Deutsch, Edwards, Inc., Oakdale, La.

Reports of the representatives of the industry from the southwestern section to the Washington conference with Secretary Hoover, namely, Clarence H. Sherrill, president, Sherrill Hardwood Lumber Company, and W. T. Murray, general manager, Tremont Lumber Company, were considered in every detail and approved heartily by the meeting. A recital of Mr. Sherrill of recent differences between himself and the National Hardwood Lumber Association constituted the outstanding features of a spirited and important monthly conclave of the southwesterners.

Mr. Sherrill, who at first appeared a bit diffident about "washing family linen" before his fellow-club members, soon perceived that his differences with the National Hardwood Lumber Association appeared to be of tremendous interest to the club, and he divulged the "whole story" of his expulsion from that body, which was brought about, as the association phrased it, "because of disloyal utterances" at the Washington conference. Mr. Sherrill denied the charge of disloyalty to any person or association, but stated that he always made a practice of reserving to himself the right of every free-born American to speak out his own mind, especially when he did so only in the open and above board where all who had ears to hear could hear and when the subject-matter was one of moment to the hardwood lumber manufacturing industry.

Since Mr. Sherrill has since been elevated to the high rank of head of the newly-formed Hardwood Institute, an additional interest has been lent to the matter, and a gist of the difficulty from Mr. Sherrill's point of view as related to the club is herewith reproduced at length:

"When I returned to New Orleans from the Washington conference," explained Mr. Sherrill, "I found that the inspection work had been stopped

by the National Hardwood Lumber Association on five cars of lumber at the docks there for export. I immediately wired the association at Chicago as follows:

"McSmith advises we take up with you relative to inspection. We now have five cars for boat leaving Saturday. Advise by wire quick your position."

"To this wire I received the following reply: 'Unable to grant any inspection. Your membership has been dropped. Letter.'"

Mr. Sherrill then read the letter, which ran this wise: "The executive committee instructs me to notify you that you have been expelled from membership in the National Hardwood Lumber Association, and that your name has been taken from the membership rolls. This action was taken by the executive committee on account of the disloyal statements made by your Clarence Sherrill at the meeting in Washington May 22-23. We are enclosing you voucher for \$9.30 refund on your membership dues."

Mr. Sherrill then read this telegram which he sent the association:

"Your letter of 25th found on my desk on arrival in New Orleans today, and I assure you of my highest appreciation of the compliment you pay me."

"It is obvious, of course," explained Mr. Sherrill, "that the National Hardwood Lumber Association was 'after my goat' because I saw fit to indorse the Hoover idea of standardization when the association itself opposed it tooth and toe-nail. By the way, you will recall that it was about the only opponent of the idea represented in the conference. I refuse to be coerced. I have a mind of my own and propose to use it. I consider the result of the conference a great step forward for the hardwood lumber manufacturing industry and favored and continue to favor it. I shall do all I can to bring about the realization of the glorious ideal there put forward by far-visioned men. If the National Hardwood Lumber Association does not see fit to agree with me, and almost everybody else participating in that memorable conference, I can't help that. What I resent most of all is their attempt to muzzle my right of free speech."

Various speakers indicated their hearty indorsement of the sentiments of Mr. Sherrill, and it was obvious that the Southwestern Hardwood Manufacturers' Club, of which he is a vice-president, was with him.

Other addresses of interest were made on various timely trade topics by H. G. Bohlssen, president of the club and representing the manufacturing company by the same name at Ewing, Tex.; F. H. Sanguinet, Lyon Lumber Company, Garyville, La.; Ben H. Johnson, Mansfield Hardwood Lumber Company, Shreveport, La.; W. Brown Morgan, S. T. Alcus & Co., New Orleans; A. N. Smith, Bomer-Blanks Lumber Company, Blanks, La., and others.

The Mail Bag

B 625—Hickory Golf Shafts

London, Eng., May 24.—Editor HARDWOOD RECORD: We are seeking a regular supply of 44" hickory (turned) golf club shafts. We particularly want these of consistently good quality and they must be air-dried. If the shafts are what we are seeking we can take very large quantities.

With the Trade

Reduced Tariffs Will Be Published

Plans are now being worked out or have been completed, following numerous conferences between the Southern Hardwood Traffic Association and officials of the carriers and the Interstate Commerce Commission, which will, in the opinion of the former, result in publication of practically all reduced rates on forest products effective July 1, 1922. Commenting on just how this will be accomplished, the association, in a letter to its members, says:

"The new rates will either be published as specific figures or in the form of blanket supplements. In instances of extreme tariff complications, the reductions to take effect July 1 published by some of the carriers will approximate the reductions required by the commission, and specific rates will be published immediately thereafter, in exact conformity with the decision of the commission."

It adds in this connection: "We are making every effort to get the reductions in all rates on forest products effective July 1."

Sedgwick Organize Company

On July 1 H. M. Sedgwick will resign his position with the American Column & Lumber Company, Columbus, O., to engage in the wholesale hardwood lumber business in Cincinnati for himself under the name of the H. M. Sedgwick Lumber Company. He will have an office in the Neave building, Fourth and Race streets.

Spielman-Stewart Nuptials

H. M. Spielman, sales manager of the Thompson Hardwood Lumber Company, and Miss Helen Stewart, granddaughter of the founder of the Stewart Iron Works, Covington, Ky., were married on June 14. Following a reception at the home of the bride the newlyweds departed on a honeymoon trip through Yellowstone National Park. They will return to Cincinnati about August 1.

New Acquisition by Kerry & Hanson

C. T. Kerry of the Kerry & Hanson Flooring Company, Grayling, Mich., manufacturer of "Chief" Shoppenagon Michigan maple and birch flooring, while attending the National Hardwood Lumber Association convention had the following interesting information for the trade: The Kerry & Hanson Flooring Company has purchased through receivership and the bankruptcy court the property known as the Michigan Forest Products Company at Strong's, Mich., manufacturer of hardwood and softwood lumber. The necessary final papers have been filed at Chippewa County and the company will operate under the name of the Chippewa Lumber Company at Strong's.

Mr. Kerry, who resides at Saginaw, Mich., has found business very good of late.

Long-Bell Appoints Hardwood Director

G. W. Allport has become director of hardwood operations of The Long-Bell Lumber Company, a new position. He joins the Long-Bell organization with fifteen years of experience in the hardwood lumber business. Most of the time he has spent in charge of the manufacture and sales of the Jefferson Hardwood Lumber Company of Pine Bluff, Ark., of which he was part owner. The Jefferson company cut out recently.

Headquarters for Mr. Allport will be at Pine Bluff, where one of the Long-Bell hardwood plants is located. He will be in Kansas City this month in charge of hardwood sales in the absence of C. Arthur Rugg, manager hardwood sales, who is in the East recuperating from his recent illness.

Sturtevant Book Bound in Veneer

A book of testimonials concerning the use of the Sturtevant dry kilns in the millwork and interior finish industry, which has just been issued by the B. F. Sturtevant Company, Hyde Park, Boston, Mass., is bound in a material that will undoubtedly attract much attention in the trade. The cover and fly leaf are made of a real wood veneer, with a pasteboard and paper backing. This is the product of Japanese art and is as beautiful as it is unique. The booklet is entitled, "The Question—and The Answer."

Long-Bell Puts Up New Flooring Plant

The Long-Bell Lumber Company has contracts with hardwood producers in East Texas and West Louisiana which justify it in putting up a two-unit flooring plant at Longville, Tex. For the present the plant will consume a million and a quarter feet of oak lumber monthly.

A year ago the modern pine mill of the Long-Bell Lumber Company at

Longville burned to the ground and on account of timber being pretty well cut out it was decided not to rebuild. The flames, however, did not reach the sheds, planer, dry kilns and other yard equipment.

A month ago W. F. Ryder of the Long-Bell organization began looking over the territory to see if enough oak could be secured to justify putting in a flooring plant. Mr. Ryder stated that only two flooring machines would be installed at the present time, but if it was demonstrated that they could secure plenty of raw material the number will be increased to six. The Long-Bell company has a flooring plant of five units at Pine Bluff, Ark., and two more units are being added now. This will give them nine flooring units, and if timber is available the Longville plant will boost the number to 13.

The establishment of this plant is looked upon as a boost for the hardwood industry in this section, and will probably open the way for similar plants. With the establishment of the Voth Hardwood company, Beaumont largely owned by the Kirby-Bonner interests, the hardwood industry in Texas and Louisiana is being taken up more by organizations which have ample capital and well organized selling organizations.

Lumberman Weds Illustrator

Philip H. Pease of Poplar Bluff, Mo., engaged in the lumber business there, and Miss Hilda Hanway of Monticello, Ind., were married recently at St. Louis, Mo. They will live in Poplar Bluff. Mr. Pease formerly lived in Chicago. Mrs. Pease is a talented artist and for three years has had a studio in Chicago, where she has done illustrative work for magazines and books.

Big Force of Wood Car Repair Men Added

Announcement was made June 17 by E. M. Buick, superintendent of the American Car & Foundry Company, Terre Haute, Ind., that the company will employ about 300 additional wood car repairmen July 5, at which time the plant, which has been working with curtailed forces for months, will begin active operations. The company has sufficient orders to operate the wood plant for several months, according to the manager.

Schleyer Sells Interest in Kosse, Shoe & Schleyer Company

Announcement was made at the main offices of the Kosse, Shoe & Schleyer Company in Cincinnati on June 22, that the interests of W. H. Schleyer, treasurer, have been purchased by the original stockholders of the company, which is one of the largest walnut lumber manufacturing establishments in the Middle West.

Mr. Schleyer, who has been manager of the Baltimore Md., office for the past five years has severed his connections with the company. He will take a rest for several months and then affiliate himself with a Columbus, O., lumber concern, which operates a number of retail yards throughout the state of Ohio.

Albert Heidt, who has been connected with the Kosse, Shoe & Schleyer Company for many years, has succeeded Mr. Schleyer as treasurer. Although Mr. Schleyer will have no interest whatsoever in the company, his name will not be dropped from the firm name of the company.

Because of the poor export business, P. V. Shoe, secretary of the company, said that the Baltimore office would be closed for the time being.

Open Memphis Sales Office

The W. T. Burt Lumber Company, which operates a band mill at Gunnison, Miss., has opened sales offices, Memphis, Tenn., in the Bank of Commerce building. Mr. Burt has placed W. B. Crosby, formerly with the American Hardwood Manufacturers' Association, in charge of the newly opened offices, and he will look after sale of the company's output.

Hutcheson Company Moves to Cairo

The Hutcheson Lumber Company has removed its headquarters from Memphis to Cairo, Ill., after having conducted its wholesale business in lumber for three years at this point. It has concentrating yards at Cairo, and the desire of the management to be in closer touch therewith is responsible for the change in location.

New Flooring Plant for Memphis

The Hudson & Dugger Company has awarded the contract for the construction of a two-unit hardwood flooring plant adjoining its tight-circled heading factory in New South Memphis. Work thereon has just begun. A new structure is to be erected to house the flooring plant, and the dry kilns are to be rearranged so as to take care of the flooring stock as well as the cooperage material. The plant is to be owned by the Hudson & Dugger Company, but it will be operated under the name of the Hudson Hardwood Flooring Company, a subsidiary. The officers of the latter will be the same as in the case of the parent company, with the exception that Galvin Hudson will be general manager of the flooring company and Harry D. Varile will be superintendent. The plant will be placed in operation as soon as completed. It will have a daily capacity of 30,000 to 40,000 feet, and will bring the consumption of plain oak in Memphis to approximately 6,000,000 feet per month. There are now three plants here operating two, four and five units, respectively.

Vrooman Moving to New Plant

The S. B. Vrooman Company, Ltd., of Philadelphia, Pa., which has been located at its present address for the past fifty years, is moving to a brand new plant situated at Delaware river and Kirkbride street, Philadelphia. Their new mahogany mill covers about eight acres of ground, and they will engage on a much larger scale in the handling of mahogany, teak and hardwoods. This splendid company has been so long identified with the hardwood trade that their many friends will be gratified to note the continued success which is attending their efforts.

WE OFFER for immediate shipment the following, thoroughly dry band sawn Yellow Cypriess:

CYPRESS

4/4" No. 1 Com., 8-12"	200,000
4/4" No. 1 Com., 3-7"	200,000
4/4" No. 1 Com., Reg.	100,000
4/4" No. 2 Com., 8-12"	700,000
4/4" No. 2 Com., 3-7"	100,000
4/4" Pecky	100,000

We are equipped to resaw and dress the above stock.

MILLER
Lumber Company
MARIANNA, ARKANSAS



Fire Destroys Four Million Feet Lumber

The largest lumber yard fire in years swept the plant of George Nass & Son, Glenwood avenue and Dauphin street, Philadelphia, the night of June 14, causing a loss of \$500,000. More than 4,000,000 feet of various grades was destroyed. Two firemen and two sightseers were badly injured, the firemen while working on the blazing piles and the others while watching the blaze.

Wall Says Business Is Good

M. M. Wall, Buffalo Hardwood Lumber Company, Buffalo, N. Y., who was among the prominent conventionites at the Chicago annual of the National Hardwood Lumber Association, reported business during the month of June the best they had experienced for two years, and prospects very good for continuance of these conditions.

Long-Bell Adds to Oak Flooring Capacity

The Long-Bell Lumber Company plans to install a hardwood flooring plant at Longville, La., a Long-Bell town and the former location of a large yellow pine sawmill of the company, which burned down a year ago.

This Longville operation will be devoted to the production of the well-known Long-Bell oak flooring.

The Consumers Mill & Cabinet Company has incorporated and is located at 1828 Milwaukee avenue, city.

BUFFALO

The following members of the hardwood trade are on the Buffalo Exchange committee to investigate the proposal to build a summer home for the lumbermen somewhere in the country: F. T. Sullivan, H. L. Abbott, F. M. Sullivan, E. J. Sturm, A. J. and G. Elias. The chairman of the committee is W. P. Betts.

The members of the New York state lumber salesmen's association held an outing at Newport, on Lake Ontario, near Rochester, on June 22, with a program of sports, including baseball.

James B. Wall has returned from a trip to the Buffalo Hardwood Lumber Company's mill at Forestport, in the Adirondacks, and states that a nice lot of beech, birch and maple is on hand there.

BALTIMORE

The office here of the Kosse, Shoe & Schleyer Company has been definitely closed, and W. H. Schleyer, who has had charge of affairs in Baltimore, looking not only after the office but also after the assembling yard maintained until some time ago, has virtually completed arrangements for his removal to Columbus. As has been stated, Mr. Schleyer has made connection with a chain of retail yards in the Middle West and will go back to the territory with which he is most familiar.

Another western hardwood corporation which has found this market less responsive than it had counted on is the Douglas-Walkley Company, which maintained a suite of offices in the Lexington building, Lexington and Liberty streets, for more than a year, having come here from Cleveland. The Douglas-Walkley Company, whose offices had latterly been in charge of young Mr. Douglas, has moved back to Cleveland.

The Williamson Veneer Company, which operates a large factory for the production of veneers of all kinds at Highlandtown, states that the demand for its output is increasing and that the outlook is decidedly promising. A distinct trade revival is anticipated and may be said already to have made itself felt.

One of the visiting hardwood men here in the last week was J. W. Curry of the Curry Brothers Lumber Company of Asheville, N. C. Mr. Curry had been on a trip East and was heading for home. He stated that he found an improvement in the hardwood trade, a better demand being manifested and prices reflecting some gains.

Hardwood News Notes

MISCELLANEOUS

The Parkersburg Chair Company, Parkersburg, W. Va., has increased its capital stock from \$200,000 to \$300,000.

The style of the Anderson Electric Car Company, Detroit, Mich., has been changed to the Towson Body Company.

The firm of Davis & Johnson has incorporated at Jackson, Ky.

The Nichols & Cox Lumber Company is reorganizing at Grand Rapids, Mich.

CHICAGO

The name of the Columbia Phonograph Cabinet Company, Chicago, has been changed to the Columbia Cabinet Company.

Thos. F. Christopher, head of the hardwood firm of Thos. F. Christopher & Co., is able to visit his office again after an illness of some months from nervous prostration.

The National Cooperage Company, recently incorporated with Samuel Leibowitz as head, has abandoned its old factory at Russell and Warner streets, and moved into a new one-story brick building at Russell and Haines streets. The company lately increased its capital stock to \$50,000.

David T. Carter of David T. Carter & Co., Inc., is back from a business trip, which covered about ten days, and during which he visited a number of the mills.

The saw mills of the companies subsidiary to Richard P. Baer & Co. of this city at Mobile, Ala., and Bogalusa, La., are getting so many orders that operations are carried on after regular hours to keep up with the demand.

The Baltimore Lumber Exchange at its semi-annual meeting, held on the evening of June 6 at the Merchants' Club, found nothing but regular routine business to dispose of, the monthly reports of the secretary and treasurer being read and approved. After the meeting an excellent luncheon was served. The monthly meeting of the managing committee in the afternoon at the rooms of the Old Colony Club also was mostly an informal affair, with an interchange of views as to the prevailing trade situation as the chief feature.

John L. Alcock of John L. Alcock & Co. appeared in the role of the father giving away his daughter in marriage last Saturday afternoon. The bride was Miss Margaret Leighton Alcock. The groom was John Warner Remington, a young attorney of Rochester, N. Y. The ceremony took place at First Methodist Episcopal Church here and proved to be very much of a society affair. A reception took place afterward at the home of the bride's parents.

Much interest was manifested among hardwood men here last week in the proceedings at Louisville, where a new hardwood organization came into being under the name of the Hardwood Manufacturers' Institute. While this city was not represented by any of the hardwood men, it is altogether likely that some of them will help to swell the membership.

CLEVELAND

There has been a general improvement in business in this district, and the hardwood trade keeping up with the general trend of affairs has taken a sudden spurt. Fred Marquard, sales manager of the Marquard Sash & Door Manufacturing Company, reports that it has added to its working force and that where it was working eight hours before it is now working nine.

However, this sudden spurt has not entirely satisfied members of the industry here. E. A. Krauss of the Lake Shore Saw Mill & Lumber Company states that as business is steadily picking up he expects the future to show the hardwood trade well on the way to reaching the high water mark.

This steady increase may be due to the fact that the hardwood men of this city are beginning to see that advertising means more business. Up until this time little has been done in this field, due to the attitude of the dealers that business will come without any effort on their part.

The Trebing Manufacturing Company is one of the first to enter this field. It has been running in the daily newspapers a picture of the Trebing Stairways of Colonial Design, with a small article telling of the advantages in better millwork. An invitation was also extended to the public to visit the factory and become better acquainted with their line of work. C. J. Trebing, member of the firm, says: "A little publicity will not hurt, and if we find that this newspaper advertising is increasing business we may put out a series of pamphlets."

The Trebing Manufacturing Company has been doing a great amount of estimating work lately; an encouraging sign that business is picking up.

The Martin-Barriss Company is also using advertising as a means of attracting business. A large article telling of the advantages of finishing rooms in genuine mahogany, and showing that the difference between the cost of finishing a house of mahogany and wood stained to represent mahogany is just \$170, is attracting lots of attention.

Oak, birch and yellow pine, according to R. R. Stofor of the Diamond Glass Company are the best sellers. F. Gruss of the Theodore Kundtz Company states that maple has taken a jump in popularity here.

F. Wagner, sales manager for the Theodore Kundtz Company, has left that company to take a position at the Hardwood Products Company of this city.

Dealers of this city were grieved to hear of the death of Albert R. Teachout, well-known lumber dealer and mill work operator, who died after an illness of four months.

INDIANAPOLIS

The General Box Company, an organization incorporated under the laws of Delaware, has qualified to do business in Indiana. A total of \$4,000 of its capital stock is represented in this state. Chase Harding of Crawfordsville, Ind., has been named state agent.

H. Brumfiel of Kokomo, Ind., has been named state agent of the Sandusky Cooperage & Lumber Company, an Ohio corporation, which qualified today to do business in Indiana. The company manufactures and sells

barrels and similar cooperage. About \$25,000 of its capital stock is represented in this state.

The Reel-Blue Lumber Company of Petersburg, Ind., has begun work on a large addition to its lumber yards, which will greatly increase the capacity of the plant. The Simplex Lock Rim Company of the same city has begun work on an addition to its factory that will be thirty feet wide and seventy feet long.

Construction of a \$103,000 warehouse at the northwest corner of Ray and Dover streets in this city has been started for the Adams Rogers Company, wholesale dealers in sash, doors, blinds and other building supplies. The building will be of brick.

The Simplex Short Turn Trailer Company, formerly at Wabash, Ind., has been reorganized at Lagro, Ind., and given the name of the Transport Trailer Company. New directors and officers of the organization are: Amos Smith, Lagro, president; Sam Ferrell, vice-president and manager; D. W. Gillespie, Lagro, treasurer; D. E. Purviance, Wabash, secretary; Robert Batton, Wabash, attorney; G. B. Parkman, auditor, and Hoyte A. Summerland, a member of the board. The company will manufacture two-wheel and four-wheel model truck trailers.

Firemen worked hard June 17 to prevent the spread of flames, fanned by a strong wind, that apparently would destroy the Commercial Box Company, 1418 South Capitol avenue, Indianapolis, Ind. Four firemen were overcome by smoke. It was estimated that the loss might be \$50,000. The company had five warehouses, an office building and a machine and mill room. All were destroyed.

The United States Lumber & Supply Company has been organized at South Bend, Ind., with a capital stock of \$100,000. The company will deal in all kinds of lumber and building materials. The organizers are John G. Schaub, Frank C. Toepp, G. J. Bader, Ulrich J. Hiss, Fred J. Smith, Hubert Archambeault and Clarence W. Bader, all of South Bend.

EVANSVILLE

Daniel Wertz of the Maley & Wertz Lumber Company of Evansville, Ind., has been re-elected secretary of the Evansville city school board, which position he has filled for a number of years.

Gus E. Bauman of the Gus E. Bauman Hardwood Company of Evansville, Ind., has returned from a business trip to Memphis and the southwest and reports that trade conditions in that section are looking up all right, and that he is looking for a nice improvement in trade a little later on.

J. C. Greer of the J. C. Greer Lumber Company and president of the Evansville Lumbermen's Club has returned from San Francisco, Cal., where he represented the Evansville Rotary Club in the international meeting of Rotary Clubs. Mr. Greer has been president of the local Rotary club for the past year.

George W. Sanson, 62 years old, who for a number of years operated a planing mill and lumber yards in Evansville, died a few days ago at Cave City, Ky., a few miles southeast of Evansville, where he had been engaged in the lumber business for a number of years.

The Murdock Lumber Company at Washington, Ind., has finished installing the saw mill, which was purchased recently from the Grayville Mill & Lumber Company at Grayville, Ill., on the Wabash river, a few miles west of here. The mill was dismantled and moved to Washington.

It is expected that the Rockport Lumber Company at Rockport, Ind., will soon rebuild the planing mill that was destroyed by fire several months ago.

All arrangements have been made for the annual summer outing and picnic of the Evansville Lumbermen's Club, that will be held on the steamer Verne Swain on the Ohio river on the afternoon and evening of Tuesday, June 27. The affair has been arranged by the entertainment committee of the club, composed of Gus E. Bauman of the Gus E. Bauman Hardwood Company, chairman; Joe Waltman of the Evansville Band Mill Company and Carl G. Wolfen of the Wolfen West Side Lumber Company.

LOUISVILLE

Edward L. Davis reports that business is quite fair, and that since January 1 his stocks show a reduction of about a half million feet in spite of very fair production.

The Louisville Point Lumber Company reports that while business is a little slower than it was, the company is getting a fair volume of business and is very well satisfied.

Norman Willis of the Holly Ridge Lumber Company stated that better conditions in the South made it possible for the company to again operate its string of mills. Business has been more active and collections better.

A. A. Egle, formerly with the Southern Hardwood Traffic Association and some of the railroads, also for about two years traffic and sales manager for the R. H. Humphrey Company, New Albany, Ind., has taken charge of the traffic department of the Wood Mosaic Company. Mr. Egle is an experienced hardwood traffic man and a valuable addition to the organization.

J. G. Brown of W. P. Brown & Sons Lumber Company recently returned from a mill inspection trip to the South, left at once for Detroit, returned in time for the end of the hardwood meeting in Louisville on June 16, and this week goes to Chicago for the National hardwood lumber meeting.

The Anderson Manufacturing Company, Louisville, which about a year ago

took over the planing mill and lumber business of the Alfred Struck Company, reports that it has been doing a big business in interior trim, largely in mahogany, raw wood being secured from The Mengel Company, Louisville. Among completed jobs and ones in which it is furnishing material are the Inter Southern building, Louisville, all mahogany interior finish, as was also the Federal Reserve Bank building at St. Louis; two buildings for Johns Hopkins Hospital, Baltimore; the Lake Shore Drive Apartments, Chicago; Joseph & Joseph Apartments, Louisville; Wade Park Manor, Cleveland, said to be the largest apartment house in America, and quite a number of apartments in New York and the East. The first year under the new management has been very satisfactory.

Interior trim and hardwood flooring demand is heavy, as a result of the very active spring building. The Avery Building & Loan Association has announced an increase in capital from \$30,000,000 to \$50,000,000 at Louisville, while building permits so far this year are far ahead of last season during a period of twelve months. Last year building in Louisville was something over \$7,500,000, whereas Louisville is well over the \$8,000,000 mark so far this year.

WISCONSIN

Four workmen were obliged to flee for their lives when fire attacked the two-story brick building of the South Side Woodworking Company, Milwaukee. The blaze originated in the boiler room from unknown causes. John I. Markowski, president of the company, estimated the loss at \$30,000. The building, a new structure, was insured, but the stock of lumber and machinery were not.

Through the adoption of an amendment to its articles of incorporation, the Oshkosh Millwork Company, Oshkosh, has increased its capital stock from \$25,000 to \$50,000. Provision is also made to increase the membership of the board of directors from three to five. Officers are: Earl H. Marquart, president, and Earl S. Horn, secretary.

Ground has been broken for the erection of a \$25,000 addition to the office and factory of the Bell City Incubator Company, Racine. The new building will be of brick, two stories high, providing more than 600,000 square feet of space. According to J. V. Rohan, owner of the concern, the plant is now operating at capacity and the addition is necessary to provide facilities to handle the increasing business, now coming from all parts of the world.

The Standard Body Company, Appleton, which operated a factory for commercial automobile body production, has filed articles of dissolution as a corporation. The concern was organized about two years ago. George H. Schmidt, secretary of the Standard Manufacturing Company, was president, and Helen M. Schmidt was secretary.

The Foster-Latimer Company has resumed operations at its flooring plant at Mellen, after a complete shutdown during the past few months. A working force of twenty-five has been put on. Present indications are favorable for continued and even improving business.

William C. Schultz, Watertown, is heading a new organization which plans to manufacture table slides. A factory site is now being selected. Mr. Schultz was connected with the Watertown Table Slide Company until January of this year for a period of twenty-five years, acting in an official capacity during the last five years.

Day and night operations have been started by the C. P. Crosby sawmill at Gagen. These operations are due to the taking over of the manufacture of logs for the Mason-Donaldson concern, which were to have been sawed at the Stevens mill, recently destroyed by fire. A number of the Stevens mill workers have been given employment on the increased force. The Mason-Donaldson company will take all its hardwood logs from Boom lake and ship them to Gagen for sawing.

The Kinzel Lumber Company, Merrill, has purchased the island known as Anson island and of which it has been part owner. The remains of the old power house and tramways of the Gilkey-Anson mill will be razed and the property improved by filling in with mill refuse. The Kinzel company has used this property for piling wood and other mill products in the past.

A new sandpaper machine has been installed by the Fraser Lumber & Manufacturing Company, Appleton. The equipment will be used to finish interior woodwork and is of a later model than the one formerly used. It is the product of a Cincinnati firm and weighs 24,000 pounds.

Construction on the dry kilns on the Below Sawmill Company site at Marinette is now being completed under the direction of Fred Balzer, superintendent. These buildings were in process of construction when depression in lumber activities and liquidation of the sawmill company's affairs halted the work. With the improvement in the demand for kiln-dried lumber work was again resumed. This is the first activity at the plant in about a year and a half. When the buildings are completed they will be used and operated for dry kilning lumber produced hereabouts and brought in for that purpose.

R. M. Fleming, engineer for the Holt Lumber Company, Oconto, has resigned after long and faithful service. Mr. Fleming has served as engineer for nineteen years.

Fred Schroeder, Milwaukee, president of the John Schroeder Lumber Company, has been appointed a member of a committee on plans and program for an industrial exposition to be held at the Auditorium this fall under the auspices of the Milwaukee Association of Commerce. The membership of the committee is composed of leading Milwaukee business men.

King Mill & Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum
Maple, Cypress, Hickory
Cypress Shingles

WE SHIP STRAIGHT OR MIXED CARLOADS

HARDWOODS and SHINGLES

No forest fires beyond some few brush fires are reported to be burning in Wisconsin by the State Conservation Commission. Under the present system the commission receives weekly reports from all fire wardens and deputies. The commission has issued a plea to all citizens and tourists to keep down the losses due to forest fires this year. Settlers on uncleared land and railroads are said to be the cause of the majority of fires. The 137 forest fires in Wisconsin reported last year caused a property loss of \$36,412 and a cost of \$5,752 to subdue. These 137 fires burned over 98,000 acres.

The factory building and site of the Boscobel Table Manufacturing Company, at Boscobel, has been sold at public auction to satisfy the claims of creditors. Machinery and additional sites are also being disposed of. The concern has been in financial difficulties for some time, and plans were under way for organizing a new company among the creditors. With the present sale of the property the future use of the plant is still indefinite.

Fire recently destroyed the sawmill of Hintz Brothers at Ingram, resulting in a loss estimated at \$10,000. The fire originated in the boiler room, according to indications. The mill produced principally railroad ties and will undoubtedly be rebuilt, the owners declared.

The H. & M. Body Corporation, Racine, is planning to construct a modern dry kiln, to cost approximately \$125,000. Privilege of laying side tracks to the site has been requested of the common council. This will facilitate the handling of lumber from the kilns to the woodworking plant a short distance away. The concern is enjoying a large volume of business at present, employing 1,150 men. The additional kilns will greatly increase the productive capacity and will result in the employment of several hundred additional men.

Fire of unknown origin recently destroyed the sawmill of the Stevens Lumber Company at Rhinelander, caused a loss estimated at \$100,000, partially covered by insurance. Approximately 200 men were thrown out of employment. It is believed the mill will be rebuilt.

The Two Rivers Millwork & Cabinet Company, which recently increased its capital stock by \$50,000, is planning to manufacture an automatic extension table, patents on which have been granted to George and John Froelich of Two Rivers. The feature of the new table is that it can be extended by simply pulling it apart when the sections raise and lock into place automatically. When pushed together the sections again automatically disappear underneath.

Two large tracts of timber land in the southern part of Ashland county have been transferred to Thomas Hoyland and Michael Waltz of Hennepin county, Minnesota. One of these tracts consists of 640 acres in the town of Peeksville, formerly owned by Richard and Agnes Evans, and the other of 320 acres in the town of Butternut, owned previously by Mrs. Edna Drake. The timber on these tracts will be cut by the new owners.

The Forest Products Laboratory at Madison has received from the California Redwood Association \$5,000 as a co-operative fund to make a special study of redwood, according to Director Carlile P. Winslow. R. S. Hammatt, San Francisco, secretary of the association, was in Madison to arrange for the fund. The study of redwood will be conducted largely in the wood-using field, both through personal investigation and questionnaire correspondence. The investigation will seek out all the present uses to which redwood is put with the idea of developing the newer and more peculiar uses to which this specialized wood is adapted.

Announcement was made at Washburn that the properties formerly owned by the Kenfield-Lamoreaux interests at Washburn, Cass Lake and Bemidji have been taken over by the Chicago Box & Crating Company, recently organized at Chicago. Frederick Klapproth, for ten years vice-president of the Chicago Mill & Lumber Company, will head the new organization as vice-president and general manager. Alex Gackowski, plant manager for the old company, will continue in that capacity under the new ownership.

The majority of lathe workers at the plant of the Menasha Woodenware Company, who recently walked out in protest to working hours, are reported to have returned to their jobs. The company advised the men

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Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
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The sign to follow
for Maple Flooring

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

either to return within a definite period or lose their employment privileges. The men left their machines to press demands for an eight-hour day, the question of wages not figuring in their demands.

The Hardwood Market

MEMPHIS

Firm and advancing prices, increasing demand and decreasing stocks are the principal characteristics of the hardwood situation at Memphis and throughout the southern producing territory. Cause and effect are closely intermingled, so closely that it is difficult to determine which is cause and which is effect. But the fact remains that consuming interests are showing more desire to secure a substantial portion of their requirements, that they are bidding the market up in the effort to do so, and that they are making serious inroads on available supplies of southern hardwoods, especially in No. 1 common and better.

Furniture manufacturers have changed their attitude more perhaps than any of the other major consuming groups. They bought from hand-to-mouth for an almost indefinite period, but they are now making strenuous efforts to lay in lumber against their later needs. They are placing orders by both wire and letter. In some instances wire orders are being received after mail offers have been made and declined over a period of two or three months.

BUFFALO

The hardwood market remains firm and activity is on a fairly satisfactory basis. Some curtailment of orders has been taking place lately, owing to the new freight rates, effective July 1, and some orders now on the books are not to be shipped until after that time. The possibility of a railroad strike has created some concern among consumers, who are inclined to hold back for developments. Lumbermen do not believe the strike will take place, but of course have no more information on the subject than their customers have.

Among the woods most in demand are plain oak, poplar, gum, maple and birch, and prices have lately had an advance at the mills. The price situation is strong, because of the large demand in the building industry for all kinds of lumber. Industrial plants are in some cases increasing their purchases, and a good deal of activity has been shown by automobile plants for some weeks past.

BOSTON

The turn of the tide seems to have come to the hardwood trade in Boston at last. Demand and inquiry are both very much improved. The numbers of grouches among the wholesalers who habitually complain most of the time of no trade are much reduced. Demand is showing marked activity with those who use flooring and finish from those who make furniture and chairs, and from those engaged in the business of making automobile bodies and agricultural implement and other woodenware products. While the tone of the market is much firmer generally on firsts and seconds, there is still to be met with the occasional mill that quotes well below most competitors, because in need of ready money or for some other reason. There is improvement noted with the railroads also. The bulk of the business here is probably still with the hardwoods yards. Export trade here is of very little volume and consequence at the present time. The buying of hardwood flooring here continues to be as active as recently reported. Maple, birch and beech are very firm, also oak, and advances are looked for. The unfortunate situation continues to exist here of people being so generally insistent on the best grades and so unwilling to use the common grades which are so much lower in price.

BALTIMORE

Opinion as to the state of the hardwood trade here is slowly getting around to an acceptance of the belief that a material improvement has taken place during the current year, and that there is every indication of this improvement continuing. So far the effect of the gains made upon prices, however, has been rather a steadying than a decided advance, though various items are distinctly stronger. It is also to be said that the gains are not uniform, some divisions of the trade showing up far better than others. Thus the furniture manufacturers of North Carolina are finding a let-down in the demand for their products, which, of course, is natural enough, since many persons go away for the summer and during that time give little attention to the furnishing of homes, besides putting out money in different ways. The return of autumn must be awaited for a really brisk demand upon the furniture dealers, which in turn is reflected in a broader inquiry from the dealers than is felt at the factories. Apart from this department, however, the requirements in the way of hardwoods is gaining in quite a regular manner, with the better grades in particular relatively scarce. This applies not only to oak, but also to walnut, ash and chestnut, along with other woods in general use. Big consumers, like the car builders and others, of course, are placing orders on far larger scales than before, as they have numerous orders of impressive proportions on their books, and there is every reason to anticipate a continuance of this activity. In addition the export business has lately shown signs of a

definite revival, with the foreign buyers manifesting an interest such as has not been shown for many months. Evidently the holding back with orders, together with a resumption of activities and especially the elimination of some of the disturbing economic factors, has created an impression of scarcity, which is sending the yards into the market. But whatever the cause, the outlook has appreciably improved, and the exporters are more hopeful as a consequence. With the exception of the direction indicated, therefore, the hardwood trade may be said to present a considerably more promising aspect, and at least some of the producers and distributors feel encouraged to predict real broad prosperity for the business.

COLUMBUS

There is considerable strength developing in the hardwood trade in Columbus and central Ohio areas. Buying on the part of retailers is the best feature, but on the other hand there is considerable buying on the part of factories making automobiles, implements, boxes and interior finish. Furniture factories are expected to be in the market after the mid-summer shows. Retail stocks are not large in any section. Some are broken and buying to replenish them is the rule. Prices are firm all along the line and all recent advances have been maintained. Railroads are showing some tendency to come into the market. The tone of the market is good and there is less cutting to force trade than formerly. Scarcity of stocks, especially in the higher grades of oak, chestnut and poplar, is reported. The lower grades are moving better than formerly.

CINCINNATI

The trade in hardwood lumber is fairly active and the demand is slow but surely getting stronger. Local dealers report a good inquiry for upper grades, but not much demand for the low grades. Flooring manufacturers and manufacturers of sash, doors, interior trim and other construction materials are actively in the market. Flooring interests are really uneasy over the supply situation several months hence because of the interference with production occasioned by flood conditions and because of the tremendous speed with which available supplies of common oak are being converted into finished product. Automobile interests are buying fairly good and there has been a slight improvement in the buying of the furniture manufacturers during the past two weeks. Export demand is slowly but surely expanding, and there is good buying on the part of some of the railroads.

CLEVELAND

Local hardwood interests are greatly encouraged by the improvement in demand for hardwoods at this time. Lower grades of the material seem to take better with the manufacturing element than the more costly varieties, and this has resulted in a firming tendency in practically all lines in the last fortnight. This condition is emphasized somewhat by the fact that there has never been an oversupply of the lower grade during the last year.

High grade hardwoods, though not in as great demand as the lower grades, appear to be quite as scarce as ever, and are far from being sold at lower prices. It is the belief of distributors here that until the late building gets well under way the industrial interests will prove to be the more interesting element in the matter of sales.

From the hardwood viewpoint there is nothing sensational in the building demand at the moment. The earlier season activities have about quieted down and been well supplied, and the time is not ripe for the late season building to take its quota of hardwood interior finish and other materials.

Prices on all varieties therefore are steady, tending to firmness and advances. Shipments to this point are none too heavy, and supplies in yard and in distributors' hands, while fairly good for the present need, are not more than sufficient to care for a moderate outlet.

INDIANAPOLIS

Hardwoods continue to expand so far as actual demand is concerned, though the volume of inquiries is falling below the average, indicating that probably a decline in demand will be noticeable soon. Had it not been for the increased takings of the industrials during the past two weeks the actual demand would just about have kept even with the demand of the two previous weeks. The retail trade is showing some reaction against the price expansion which featured almost every grade.

EVANSVILLE

Hardwood lumber manufacturers in Evansville and southern Indiana report that there has been some little improvement in trade during the past month, and that they are looking for June to bring in a larger volume of business than May was an improvement over April. Both orders and inquiries are increasing nicely, and there is a much better tone to the trade than there was at the first of the present year. Logs are coming in more freely than they have for some time past, although there probably will be a falling off in logging operations for another month now, owing to the fact that farmers are busy with their crops.



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High Grade, Soft Texture

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Distributing Yards: CINCINNATI, OHIO

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Even **OAK** Soft
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5/4" No. 1 & Btr., Reg. Widths & Lengths..... 12 Mos. Dry
BIRCH
4/4" No. 1 & Btr., Reg. Widths & Lengths. 5 Mos. Dry
4/4-5/4" No. 3, Reg. Widths & Lengths..... 12 Mos. Dry
6/4" No. 3, Reg. Widths & Lengths..... 5 Mos. Dry
SOFT ELM
5/4" No. 2 & Btr., Reg. Wid. & Lengths. 12 Mos. Dry
8/4" No. 2 & Btr., Reg. Wid. & Lengths. 12 Mos. Dry
10/4" No. 2 & Btr., Reg. Wid. & Lengths. 12 Mos. Dry

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BIRCH

SOFT MAPLE

BEECH

BASSWOOD

ELM

MILLS AT PELLSTON AND MUNISING, MICHIGAN

BEAUMONT

The rapid advance in the yellow pine market up to two weeks ago has had a healthy effect upon the hardwood industry, especially where the two kinds of woods were suitable for kindred uses.

Inquiries have become more plentiful, but it has not reacted on prices. Manufacturers are inclined to think that when freight rates have been finally adjusted there will be a freer movement of all grades.

LOUISVILLE

Demand for hardwoods continues fairly active, with prices steady. Oak is moving better, while poplar, walnut and gum are very fair, and mahogany is again in better demand as a result of a big demand for interior trim. Hardwood flooring plants are taking a good deal of oak and railroad buying is more active. Poplar siding for frame homes is quite good, and in fact general grades of poplar lumber are moving, with supplies not so good.

Oak prices are stiffer, some houses quoting quartered oak in FAS at \$150 a thousand and common at \$80 and plain oak at \$115 and \$55. The general market shows quartered oak at \$140 in inch FAS and common \$70; plain oak, \$115 and \$55; walnut, \$225; selects, \$150; common, \$100; poplar, FAS, \$110; saps and selects, \$80; common, \$50; quartered red gum, \$115 and \$70; plain red, \$100 and \$62.50; sap gum, \$47 and \$34; ash, \$90 and \$45. Demand has been keener for ash, elm and better movement has been reported in hickory.

NEW ORLEANS

With prices firm, production slightly on the increase, demand about as usual recently and stocks rather scarce and badly broken except in the lower grades, where there is still a superabundance of practically all varieties, the hardwood market situation throughout the lower Mississippi delta region shows no marked change within the past fortnight, though the general tendency continues for the better and improvement has been quite pronounced in some particulars.

Perhaps the brightest star in the market firmament at this season is the export trade, which beyond peradventure is increasing in volume from week to week, and which some leading operators declare to be the main-spring of their business.

MILWAUKEE

All grades of hardwoods are in relative stages of activity in the Milwaukee hardwood market. The higher grades, in the earlier part of the season, were the only woods that moved to any perceptible extent. Now augmented by the revival of industries, the building boom in the city and state, and the presence of the auto body manufacturers in the market, both high and low grade woods are in motion. The better quality lumber is always in the keenest demand, still the movement in the poorer grades, while not startling in its magnitude, nevertheless is encouraging, for a strong market is always found when low grades are active.

That lumber movement is in a process of acceleration is verified in the Milwaukee market by receipt of a report from the Chicago & Northwestern railway, giving figures on lumber movement in the Ashland division, handling lumber from northern Wisconsin sawmills. From points on this division 1,479 cars of lumber were shipped in the past four weeks, compared with 853 cars for a corresponding period of the preceding year. Averages continue to mount as the season advances.

Freight rates are no inconsiderable factors in lumber movements, and while the announcement of freight rate reductions for July 1 does not mean any great change in the transportation costs, the smallest reduction is encouraging and assists in the general stimulation of the trade.

Building activities are far more advanced and extensive than those of any preceding seasons, reflecting an active trade in hardwood flooring, sashes and doors. Factories in these lines working at capacity.

TORONTO

The movement of lumber in Ontario has been considerably speeded up during the past few weeks by the increase in construction activity, although the market is still in an unsatisfactory condition. The course of prices has been anything but uniform. The sale of hardwoods to American buyers is proceeding at a good rate, but Canadian business constitutes only a small fraction of the transactions of the wholesalers who specialize in birch, elm and maple. The automobile industry is taking fairly liberal quantities of Canadian hardwoods, with furniture manufacturers in second place as buyers, although that industry is somewhat quiet. Some hardwood firms say that business is increasing satisfactorily. Michigan automobile firms, for instance, are liberal users of 2 and 3-inch birch and maple, as well as some ash in No. 1 common and better. The export trade is improving considerably. Quite a quantity of white basswood and 2½ and 3-inch end-dried white maple are being sent overseas for use in the manufacture of pianos. Prices, however, are not satisfactory. Hardwood flooring concerns for the most part are busy and many of the plants are running at capacity.

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WANTED

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LUMBER SALESMAN

To sell White Pine Lumber in Western New York for old established firm having large stocks available. Must be experienced and thoroughly familiar with White Pine grading. Address Box 885, care Hardwood Record.

WANTED

A young practical man who is mechanically inclined and has had some training in machinery, who can take a position in a panel plant, beginning as a foreman with a view of working up to superintendent. A good opportunity for the right man. Address Box 886, care Hardwood Record.

WANTED

Hardwood Lumber Inspector. Must be experienced in grading Wisconsin Hardwoods. References required. Good wages to competent man. Address JOHN S. OWEN LUMBER CO., Owen, Wis.

WANTED

Capable Commission Man to handle our line of BLACK WALNUT LUMBER—Eastern markets—Philadelphia, Baltimore, Williamsport Territory, New York Central Territory, Buffalo to Binghamton. Address Box 882, care Hardwood Record.

WANTED

Energetic man with executive ability to manage office of large Eastern Wholesale Hardwood Lumber yard. Must be fully conversant with Hardwood terms and all details pertaining to office; also familiar with rates, etc. This is an unusual opportunity for the right man. Give full particulars in strictest confidence. Address Box 883, care Hardwood Record.

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FOR SALE

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FOR SALE

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Poplar Lattice
Baled Shavings
GAMBLE BROTHERS, INC.,
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1 car 2 1/2"—#1 Common & Selects.
1 car 3"—1st and 2nds.
1 car 3"—#1 Common & Selects.
1 car 3"—#2 Common.
Choice, dry, band sawn stock. Can ship immediately at attractive prices.
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21,172 ft. 1" FAS Qtr. Swd. White Oak.
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13,309 ft. 5/4 FAS Qtr. Swd. White Oak.
320 ft. 5/4 No. 1 C. Qtr. Swd. White Oak.
5,100 ft. 6/4 FAS Qtr. Swd. White Oak.
2,400 ft. 8/4 FAS Qtr. Swd. White Oak.

This is a very choice lot of quartered oak. Address your inquiries to M. H. Schefft, Pur. Agt., G. C. Kuhlman Car Company, Cleveland, Ohio.

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1/8" and 1/16" Birch cut-downs.
We are continually accumulating 1/8" and 1/16" Birch cut-downs.
We can cut to desired sizes if a cut-down proposition.

Send us a list of your requirements for prices.

We have a car of 1/16" Birch chair seat stock 14" to 24" wide by 14" to 18" long. Dry stock, securely crated.

Write for prices and list of sizes.

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Mellen (Ashland Co.), Wisconsin.

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SEASONING OF WOOD

A treatise on the natural and artificial processes employed in the preparation of lumber for manufacture, with detailed explanations of its uses, characteristics and properties.

Price Postpaid, \$5.00.

WANTED

Mixed car 1 1/2, 2, 2 1/2 and 3" by 30" Clear Oak Squares; also the same in Birch. Quote price delivered Detroit. Also want Oak Auto bow strips of different dimensions. Also 5/4 Plain & Qtd. White Oak Seat stock. E. GRIFFITH, P. O. Box 1273, Detroit, Mich.

LUMBER WANTED

WANTED

4/4 and 6/4 Cherry lumber; also Cherry logs. Address Warren Ross Lumber Co., Jamestown, N. Y.

WANTED

Pl. White Oak Strips: 1"x4" and 4 1/2" wide, 1"x3", and 1"x2 1/2—5 1/2" Qtd. White Oak Strips 1"x3"; Pl. White Oak Squares: 2"x2"x30", 42", 54". American Woods Export Ass'n, 1819 Broadway, New York, N. Y.

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WANTED

Oak—1 car each 1" and 1 1/4" and 1/2 car each 1 1/2" and 2" FAS Quartered White Oak, 1 car each 2", 2 1/2", 3" and 4" FAS White Ash; also one or more cars each 1", 1 1/4" and 1 1/2" FAS Plain White and Red Oak. Must be well manufactured, good widths and lengths and not flooded, immediate shipment. TAYLOR & CRATE, Buffalo, N. Y.

LOGS WANTED

WANTED

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WE ARE BUYING

Cherry and Walnut logs and lumber. CHERRY LUMBER COMPANY, St. Bernard Sta., Cincinnati, O.

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FOR SALE

Ash Dimension stock. S. N. BROWN & CO., Dayton, Ohio.

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Band Sawmill six foot, complete in first-class condition. Address Box 877, care HARDWOOD RECORD.

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Six 12½" Lockman Carving Machines, New. Two double spindle Whitney Shapers, belt drive. Six Palmer Revolving Glue Clamps. Three #205 Mattison Chain Feed Rip Saws. Victor Talking Machine Company, Camden, N. J.

FOR SALE

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CONDITION.

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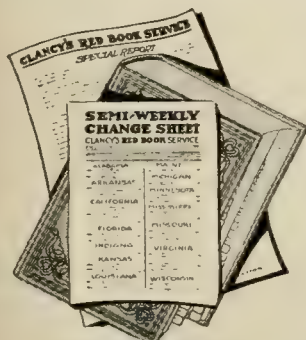
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Minneapolis, Minn.



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PHILADELPHIA, PENNSYLVANIA

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COM. & BTR., white, 4/4, 5/4, 6/4, 8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

COM. & BTR., white, 4/4 to 12/4", reg. wdths. & lgths., 2 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

ALL GRADES, 4/4" & thicker. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 2 & BTR., 4/4", 4" & wider, 4' & longer, dry; NO. 3, 4/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 C., black, 4/4"; NO. 2 C., white, 4/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

ALL GRADES, 5/8", 16/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.

NO. 1 C. & BTR., white, 4/4-16/4, tough tex. CHAS. O. MAUS LBR. CO., South Bend, Ind.

NO. 1 & BTR., white, 4/4-16/4", nice wdths. & lgths., dry, tough textured Ind. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS, 4/4, 5/4", NO. 1 C. & BTR., 6/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

LOG RUN, 4/4, 8/4, 10/4, 12/4, 16/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 10/4, 12/4", reg. wdths. & lgths., yr. dry; NO. 1 & 2 C., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4, 5/4, 8/4", reg. wdths. & lgths., 6-8 mos. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 6-8 mos. dry; NO. 1 C., 4/4-12/4", reg. wdths. & lgths., 6-8 mos. dry; NO. 2 C., 4/4-8/4", reg. wdths. & lgths., 6-8 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., white, 4/4x14" & up, std. lgths., and 4/4-16/4", reg. wdths., std. lgths., northern stock, tough texture, 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

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NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

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NO. 2 C. & BTR., 4/4, 5/4, 6/4". BUSKIRK-HEYSEY LBR. CO., Buffalo, N. Y.

NO. 3, 4/4", 4" & wider, 4' & longer, dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 5/4", reg. wdths. & lgths., yr. dry, winter sawn. FOSTER-LATIMER LBR. CO., Mellen, Wis.

FAS, 4/4"; NO. 1 C. & SEL., 4/4"; NO. 2 C., 4/4"; NO. 3 C., 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 & BTR., 8/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 1 C., 4/4", reg. wdths. & lgths., dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

FAS, 6/4"; NO. 1 C. & SEL., 4/4, 6/4". SHARPBACK LBR. CO., Huntington, W. Va.

SEL. & BTR., high grade, 5/4", good wdths. & lgths., dry; NO. 1 & SEL., high grade, 5/4", good wdths. & lgths., dry; NO. 1 & SEL., 4/4", good wdths. & lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

FAS, 4/4", 6 mos. dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

BEECH

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 & 2 C., 6/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 3 & NO. 2 C. & BTR., 5/8, 4/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4, 5/4, 8/4, 10/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4-8/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 2 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 3 C., 5/8", reg. wdths. & lgths., dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

LOG RUN, 4/4, 5/4, 8/4", good wdths. & lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, 4/4", 5/4", 8" & wider, 6' & longer, dry; NO. 1, 4/4, 5/4", 4" & wider, 4' & longer, dry; NO. 2, 4/4, 5/4", 4" & wider, 4' & longer, dry; NO. 3, 4/4", 5/4", 4" & wider, 4' & longer, 15 mos. dry; NO. 3, 6/4", 4" & wider, 4' & longer, dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4", 5/4", reg. wdths. & lgths., 5 mos. dry; NO. 3, 4/4, 5/4", reg. wdths. & lgths., yr. dry; NO. 3, 6/4", reg. wdths. & lgths., 5 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 4/4, 8/4, 9/4, 10/4, 12/4"; NO. 3, 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 3/4, 4/4, 5/4, 6/4, 8/4", dry. MAISEY & DION, Chicago, Ill.

SEL. & BTR. (unselected), 4/4", 20% 10" & up, 50% 14 & 16", dry; NO. 1 & SEL., 4/4", good wdths. & lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

CLEAR, 1 & 2 face, 1x4", 12 mos. dry; CLEAR 1x4 & wider, 4' long; CLEAR 1 & 2, face, 1"x4" & wider, 6' long. THUNDER LAKE LBR. CO., Rhinelander, Wis.

FAS, 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUCKEYE

LOG RUN, 4/4, 5/4". SHARPBACK LBR. CO., Huntington, W. Va.

CEDAR

MILL RUN, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 8/4", reg. wdths. & lgths.; NO. 2 C., 6/4, 8/4", reg. wdths. & lgths. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

LOG RUN, 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

ALL GRADES, 4/4, 5/4, 6/4, 8/4". BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

SD. WORMY, 4/4, 6/4, 8/4", dry. MAISEY & DION, Chicago, Ill.

SD. WORMY, 6/4". SHARPBACK LBR. CO., Huntington, W. Va.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

COTTONWOOD

FAS, 4/4"; BX. BDS., 4/4", 9-12". GRIS-MORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

CYPRESS

SELS. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SEL. & FAS., 4/4, 5/4, 6/4, 8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

FAS, 1"x12" & up. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 SHOP, 4/4"; NO. 1 SHOP & BTR., 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgth., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 C. & BTR., 6/8, 8/4, 10/4, 12/4, 16/4". BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 2 C. & BTR., 4/4-8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 10/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4/4", reg. wdths. & lgths., yr. dry; NO. 2 & BTR., 5/4, 8/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

LOG RUN, 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4/4"; NO. 2 C. & BTR., 8/4", very wide; NO. 3 C., 4/4"; NO. 1 C. & BTR., 10/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 & 3 C., 5/8". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

LOG RUN, 4/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

ELM—ROCK

NO. 2 C. & BTR., 4/4, 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4". BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1 C., 4/4", La. band sawn, 6-12 mos. dry; NO. 2 C., 4/4", La. band sawn, 6-12 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

GUM—QUARTERED RED

FAS, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. & over dry; FAS, SND, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., 4/4, 5/4, 6/4, 8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

COM. & BTR., 5/4". C. B. COLBORN, Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 8/4", Miss. delta stock, some figured, 6-12 mos. dry; FAS, SND, 8/4", Miss. delta, 6-12 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

FAS, 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., SND, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 1 C. & BTR., 4/4, 5/4, 6/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., pl., 5/8, 3/4, 4/4, 5/4"; COM. & BTR., qtd., 4/4, 5/4, 6/4, 8/4, 10/4". BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 2, 5/4"; NO. 1, 6/4". C. B. COLBORN, Memphis, Tenn.

FAS, 4/4"; NO. 2 C., 4/4"; FAS, 4/4". La. band sawn, 6-12 mos. dry; NO. 2 C. & BTR. FAS, NO. 1 C. & SEL. & NO. 2 C., all La. band sawn, 6-12 mos. dry; NO. 3 C., 4/4". La. band sawn, 6-12 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., pl. & qtd., 4/4-10/4", dry. CHAS. O. MAUS LBR. CO., South Bend, Ind.

NO. 1 C., pl., 5/8, 4/4"; NO. 2 & 3 C., pl., 4/4"; NO. 3 C., pl., 4/4"; FAS, qtd., 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS & NO. 1 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

FAS, tupelo, 4/4", 6" & up; NO. 3 C., 4/4, 5/4"; FAS, black gum, 4/4", 6" & up, 9" & up. BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", tupelo, bone dry. BUSKIRK-HEYSEY LBR. CO., Cincinnati, O.

NO. 1 C., FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 1 C. & BTR., pl. & qtd., 4/4-10/4", dry. CHAS. O. MAUS LBR. CO., South Bend, Ind.

NO. 2 C. & BTR., pl. & qtd. black, 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, qtd., black, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

HARDWOODS FOR SALE

HACKBERRY

NO. 2 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

HICKORY

LOG RUN, pecan, 6/4, 8/4". BELLGRADE LBR. CO., Memphis, Tenn.

COM. & BTR., 6/4 to 8/4, reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 & BTR., 6/4, 8/4, 10/4". KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 6/4, 8/4". SHARPNACK LBR. CO., Huntington, W. Va.

NO. 2 C. & BTR., sweet pecan, 5/4, 6/4, 8/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

LOG RUN, 8/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

LOCUST

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

MAGNOLIA

NO. 1 & 2 C., 4/4, 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COM. & BTR., 4/4 to 16/4", reg. wdths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 10/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 3, 4/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4-12/4"; NO. 3, 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 3 C., 5/4, 6/4, 8/4"; NO. 1 & 2 C., 6/4"; NO. 2 C. & BTR., 8/4, 10/4"; NO. 1 C. & BTR., 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Indiana.

LOG RUN, 6/4, 8/4". SHARPNACK LBR. CO., Huntington, W. Va.

NO. 2 & BTR., 8/4, 10/4"; NO. 1 & 2 C., 4/4". THUNDER LAKE LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 & BTR., 4/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4 & thicker. GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 6/4, 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4, 8/4, 10/4, 12/4", dry, 65%-85% 10" & wdr. CHAS. O. MAUS LBR. CO., South Bend, Ind.

LOG RUN, 8/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 & BTR., 4/4". THUNDER LAKE LBR. CO., Rhinelander, Wis.

OAK—PLAIN RED

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 6/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

COM. & BTR., 5/8, 3/4, 4/4". BROWN & HACKNEY, INC., Memphis, Tenn.

COM. & BTR., 4/4-12/4", reg. wdths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, NO. 1 C., both 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 3/8, 1/2", reg. wdths. & lgths.; NO. 1 C., 8/4", reg. wdths. & lgths. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

ALL GRADES, 1/2" & thicker; MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". SHARPNACK LBR. CO., Huntington, W. Va.

FAS, 4/4, 5/4, 6/4"; NO. 1 C., 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4, reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—QUARTERED RED

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4, 5/4"; NO. 1 C., 3/4, 4/4, 5/4, 6/4"; NO. 2 C., 3/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4", 10" & up, reg. lgths., dry; FAS, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

COM. & BTR., 4/4 to 12/4", reg. wdths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 6/4"-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

COM. & BTR., 3/8, 1/2, 5/8, 3/4, 4/4". BROWN & HACKNEY, INC., Memphis, Tenn.

FAS, NO. 1 C., both 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". SHARPNACK LBR. CO., Huntington, W. Va.

FAS, 5/8, 4/4, 6/4"; BX. BDS., 4/4"; NO. 1 C., 5/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 1 C. & BTR., 4/4, 5/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., 4/4, 5/4, 6/4, 8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

FAS, NO. 1 C., both 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 3/8", reg. wdths. & lgths.; NO. 1 C., 3/8, 1/2, 5/8, 3/4", reg. wdths. & lgths.; NO. 2 C., 5/8, 3/4, 4/4", reg. wdths. & lgths. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4, 5/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4"; FAS, 4/4", 6" & 7" wide; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 1 C., 5/8, 3/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, mixed, 3/4, 4/4, 5/4", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

ALL GRADES, 4/4, 5/4, 6/4, 8/4". BUSKIRK-HEYER LBR. CO., Cincinnati, O.

NO. 3 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., pl., R. & W., 6/4", Miss., exceptionally good wdths. & lgths., 6-12 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 & BTR., pl. & qtd., 4/4-10/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS & NO. 2 C., both 4/4", reg. wdths. & lgths., dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

NO. 1 C. & BTR., qtd., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

POPLAR

NO. 1 C. & BTR., 4/4-8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

ALL GRADES, 4/4" to 16/4". BUSKIRK-HEYER LBR. CO., Cincinnati, O.

NO. 2 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4 & 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 A. & B. COM., soft texture Tenn., 6-12 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

FAS, 8/4", dry. MAISEY & DION, Chicago, Ill.

NO. 2 B. COM. & BTR., 4/4, 5/4, 6/4 & 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C. & SEL. & NO. 3 C., both 4/4", reg. wdths. & lgths., dry; COM. & BTR., 8/4, reg. wdths. & lgths., dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

NO. 2 A. COM., 6/4"; NO. 2 B. & NO. 3 C., 6/4". SHARPNACK LBR. CO., Huntington, W. Va.

FAS, 5/8, 3/4, 4/4, 8/4"; SAPS & SEL., 4/4"; NO. 1 C., 5/8"; NO. 1 C., 4/4", 10" & wider. WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, SAP, 5/8, reg. wdths. & lgths., dry; NO. 2 A. & B. COM., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

MERCHANTABLE, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

SYCAMORE

NO. 3 C. & BTR., 4/4", La. band sawn, 6-12 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

LOG RUN, 6/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., qtd., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

TAMARACK

MERCHANTABLE, 4/4 & 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

WALNUT

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, SEL., NO. 1 C., NO. 2 C., all 5/8, 4/4, 5/4, 6/4, 8/4, 12/4", nice wdths. & lgths., dry steamed. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

LOG RUN, 4/4", black. SHARPNACK LBR. CO., Huntington, W. Va.

FAS, 1/2, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; FAS, 5/4", 5" wide; FAS, 4/4, 6 & 7" lgths.; SEL., 4/4, 5/4, 6/4, 8/4, 10/4"; NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

WILLOW

NO. 3 C. & BTR., 4/4", La. band sawn, 6-12 mos. dry. LOUISIANA RED CYPRESS CO., Memphis, Tenn.

DIMENSION STOCK

ASH

CLEAR, 1½x1½-19 & 40", 2½x2½-30. C. B. COLBORN, Memphis, Tenn.

GUM—SAP

CLEAR, 2x2-30, 2½x2½-30. C. B. COLBORN, Memphis, Tenn.

HARDWOODS FOR SALE

HARD MAPLE

SQUARES, 4x4" to 8x8". G. ELIAS & BRO., INC., Buffalo, N. Y.

OAK

W. & R. CLEAR, 2x2-30. C. B. COLBORN, Memphis, Tenn.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.
ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/25", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13' long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16' long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3-16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

MAHOGANY

SHEET STOCK, sliced, 1/16, 6-20, 10-16". J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

SLICED, striped, plain, mottled, std., 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SLICED, 1/28; SAWED, 1/8. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SEAT STOCK, 1/8". R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

SPRUCE

SHEET STOCK, rotary cut, 3/16, 12-37, 50-74. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

WALNUT

SHEET STOCK, sliced, 1/28", 6-12. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

CROSS BANDING AND BACKING

BIRCH

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, "A" 13/16, 144x28&42. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

PANELS AND TOPS

ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4", G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

BIRCH

THREE PLY, drawer bottoms; also THREE PLY door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE & FIVE PLY, 1/4, 5/16, 3/8, stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY, 1/4", G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

FIR

DRAWER BOTTOMS, THREE PLY; also DOOR PANELS; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

GUM

THREE PLY, drawer bottoms, sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 5/16", G1S, stock sizes; THREE PLY, qtd. red, 1/4", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

"A" GRADE, figured, all thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

THREE & FIVE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8", G2S, stock sizes; THREE PLY, qtd. white, 1/4", G1S, G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

"A" GRADE, all sizes & thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

YELLOW PINE

THREE PLY, door panels; sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", G1S, G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

FOR ANYTHING IN OAK WRITE THE FIRMS ON THIS PAGE

(*See page 37)

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write

American Column & Lbr. Co.
Brunson Building Columbus, Ohio

(*See pages 10-79)

Anderson-Tully Co.

Manufacturers of

Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. MEMPHIS, TENN., U. S. A.

Babcock Lumber Company

Pittsburgh, Pa.

Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page—)

3/4 to 6/4 Sound Wormy Oak

Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield,

OHIO

OAK—RED Oak, WHITE Oak, BURE Oak,
POST Oak, CHESTNUT Oak

These are a few of the many species
of oak in commercial use

(*See page 9)

J. H. Bonner & Sons

Manufacturers Band Sawn Hardwood Lumber

Memphis, Tenn. Mill: Jonquil, Ark.

W. M. Ritter Lumber Company

Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

(*See page 5)

W. P. Brown & Sons Lumber Co.

9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

Farris Hardwood Lumber Co.
NASHVILLE, TENN.

Quartered and Plain Red and White Oak. All
Tennessee Stock. Oak and Beech Flooring.

(*See page 37)

EAKIN LUMBER COMPANY

Manufacturers

West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY

BUCKHANNON, WEST VIRGINIA

BAND MILL FRENCHTON, WEST VIRGINIA

(*See page —)

Goodlander-Robertson Lumber Co.

Manufacturer of Hardwoods

Memphis, Tennessee

(*See page 56)

Veneers and Hardwood Lumber

Hoffman Brothers Company

Manufacturer

Ft. Wayne, Ind.

J. M. Jones Lumber Company

Manufacturers and Wholesalers of

BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber

C. & W. Kramer Company

Richmond, Indiana

(*See page —)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwood

Kansas City, Missouri

(*See page 60)

Long-Knight Lumber Co.

Indianapolis, Ind.

Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company

Terre Haute, Indiana

Oak for Wagon—Chair—Implement Stock
Small Dimensions

West Virginia Hardwoods

6 Circular Saw Mills

R. MANKIN & COMPANY

HEADQUARTERS: HUNTINGTON, W. VA.

PHONE 1294

A B & C—

(*See page 37)

Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.

Manufacturer High-Grade Hardwoods

(*See page 10)

QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, Memphis TENNESSEE

(*See page 65)

Miller Lumber Company

Manufacturer and Dealer in All Kinds of Hardwood
Lumber

Marianna, Arkansas

(*See page 69)

Manufacturers of Hardwood Lumber and Floorings

The Mowbray & Robinson Company

Cincinnati, Ohio

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.

Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

(*See page 11)

Pritchard-Wheeler Lumber Co.

Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company

Manufacturers of Hardwood Lumber
Nashville, Tenn.

THE DEMAND FOR OAK FLOORING IS
ONE OF THE PRESENT MAINSTAYS OF
THE HARDWOOD INDUSTRY

(*See page 77)

Salt Lick Lumber Company

Hardwood Manufacturer

Salt Lick, Kentucky

Southern Pine Lumber Company

TEXARKANA, TEXAS

Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page 12)

We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Str. Plain Oak.

SWAIN-ROACH LUMBER CO. INDIANA
Manufacturer Seymour,

A. B. C—

15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tschudy Lumber Company, MISSOURI
Manufacturer, Kansas City,

(*See page —)

Fine Veneers and Hardwood Lumber

Wood-Mosaic Company, Inc.

Louisville, Ky.

Manufacturer

Yellow Poplar Lumber Company

33 Rector Street, New York City
Manufacturer

SALT LICK LUMBER COMPANY

Salt Lick, Kentucky

Manufacturers

of

Eureka
WHITE AND RED

OAK

Complete stock of
3/8" and 1 1/8"
in all
standard widths

FLOORING

FOR PROMPT SHIPMENT

MAPLE

1x6" up No. 1 C. & B. 12,000'
1x10" up No. 1 C. & B. 13,000'
6/4x6" up No. 1 C. & B. 15,000'
8/4x6" up No. 1 C. & B. 50,000'
4/4" No. 3 Common 800,000'
6/4" No. 3 Common 200,000'

BASSWOOD

4/4" FAS 10,000'
4/4" No. 2 C. & B. 200,000'

BIRCH

4/4" No. 2 C. & B. 15,000'
8/4" No. 2 C. & B. 2,000'
4/4" No. 2 Common 70,000'

BEECH

5/8" No. 2 C. & B. 50,000'
4/4" No. 2 C. & B. 100,000'
4/4" No. 2 Common 100,000'
6/4" No. 2 C. & B. 100,000'

SOFT ELM—ALL THICKNESSES

EAST JORDAN LUMBER CO.
EAST JORDAN, MICHIGAN

CHICAGO

The World's Greatest Lumber
and Woodworking Center

Maisey & Dion
Hardwoods
KILN DRIED AND AIR DRIED
OFFICE & YARDS 2349 TO 2423 So. Loomis St.
TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118

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CLASSIFIED PAGES
10 to 1

you will find something that will
interest you. May we serve you
through their medium?

Southern Hardwoods
OAK—ASH—GUM—CYPRESS

SAWMILLS

Port Barre, La.; Hazelwood, La.;
Wildsville, La.; Jonesville, La.;
Whelen Springs, Ark.

Aberdeen Lumber Co.
1221 Lumber Exchange Bldg., Chicago, Ill.

For Quick Sale BAND SAWN HARDWOODS

at our LITTLE ROCK MILL

4/4" FAS Quartered Red Gum.....	15,000'
5/4" FAS Quartered Red Gum.....	45,000'
6/4" FAS Quartered Red Gum.....	45,000'
8/4" FAS Quartered Red Gum.....	75,000'
12/4" FAS Quartered Red Gum.....	15,000'
4/4" No. 1 Common Quartered Red Gum.....	30,000'
5/4" No. 1 Common Quartered Red Gum.....	45,000'
6/4" No. 1 Common Quartered Red Gum.....	90,000'
8/4" No. 1 Common Quartered Red Gum.....	150,000'
12/4" No. 1 Common Quartered Red Gum.....	15,000'
5/4" FAS Quartered Sap Gum.....	45,000'
6/4" FAS Quartered Sap Gum.....	15,000'
8/4" FAS Quartered Sap Gum.....	150,000'
8/4" FAS Plain Sap Gum.....	30,000'
4/4" FAS Quartered Figured Red Gum.....	15,000'
4/4" No. 1 Common Quartered Fig. Red Gum.....	15,000'
5/4" FAS Plain Figured Red Gum.....	45,000'
6/4" No. 1 Common Plain Red Gum.....	15,000'
8/4" No. 2 Com. Pl. & Qtd. Sap & Red Gum.....	45,000'
4/4x10" & Wider Quartered White Oak.....	15,000'
5/4" FAS Quartered White Oak.....	15,000'



E. L. BRUCE Co.

MEMPHIS

TENNESSEE

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MNFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

17

Von Platen-Fox Co.

Manufacturers of

Fine Northern Basswood
Birch, Elm and Maple Lumber

FOR SALE—HARD MAPLE

1x4" Sap Strips	32,000'	10/4" No. 1 Common....	50,000'
5/4" No. 1 Common....	200,000'	12/4" No. 1 & Better....	100,000'
6/4" No. 2 Common....	100,000'	12/4" No. 1 Common....	25,000'

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Building

CHICAGO OFFICE
1329 Peoples Gas Building

17

17

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

4/4 FAS150,000'

Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.

4/4 No. 1 Com. & Selects.....150,000'

Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

6/4 No. 1 Com. & Bet..... 75,000'

5/4 No. 1 Com. & Bet..... 40,000'

Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

4/4 Log RunOne Car

SOUTHERN SOFT MAPLE

5/4 Log Run100,000'

(Worm holes no defect)

10/4 Log Run100,000'

(Worm holes no defect)

PLAIN RED OAK

5/4 Common & Select.....60,000'

PLAIN SAP GUM

5/8 FAS150,000'

PLAIN SYCAMORE

5/8 No. 2 Com. & Bet.....100,000'

6/4 No. 1 Com. & Bet.....100,000'

Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

5/4 No. 1 Com. & Bet.....150,000'

Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

8/4 No. 2 Com. & Bet.....200,000'

6/4 No. 2 Com. & Bet.....100,000'

10/4 No. 2 Com. & Bet..... 20,000'

12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move

4/4 No. 1 Common200,000'

5/4 FAS 40,000'

6/4 No. 1 Com. & Bet.....100,000'

8/4 No. 1 Com. & Bet..... 50,000'

All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



Vestal

for Appalachian Hardwoods

NO FLOODS

Our band mills are uninterrupted by floods or other hazards and are now busy cutting a full line of the splendid hardwoods for which this region is famous. The hardwoods of East Tennessee are granted unquestioned supremacy by buyers who appreciate mellow texture, uniform color and thoroughly dependable supply.

There are many reasons why buyers will profit by thoroughly acquainting themselves with the wonderful hardwood resources of this region, to which end this organization, offering soft textured oak, poplar, black walnut, Tennessee red cedar and other species, is in position to give a valuable measure of co-operation.

**VESTAL
LUMBER AND MFG.
COMPANY
KNOXVILLE, TENNESSEE**



Aardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, JULY 10, 1922

Subscription \$2
Vol. LIII, No. 6

TURNER-FARBER-LOVE COMPANY

MANUFACTURERS

HARDWOOD LUMBER AND SLACK COOPERAGE

SUCCESSORS TO

DARNELL-LOVE LUMBER CO.

LELAND, MISS.

RUSSE & BURGESS, INC.

MEMPHIS, TENN.

LELAND STATE & LUMBER CO. LELAND & CHICAGO

MEMPHIS, TENNESSEE
U.S.A.



FOUR BAND MILLS
ANNUAL CAPACITY 60,000,000 FT

CHICAGO OFFICE
1039 MARQUETTE BUILDING
PHONE RANDOLPH 7957

NEW ORLEANS OFFICE
629-630 HIBERNIA BANK BLDG

NEW YORK OFFICE
1110 Borden Bldg.
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C. W. PARHAM, SALES MGR.
W. F. LITTLE, MGR. COOP. DEPT.

Our lumber is properly manufactured and graded, band sawn, uniform thickness. We can make prompt shipment of straight or mixed carlots and solicit your inquiries and orders for straight or mixed car lots.

QUARTERED RED GUM	
5/8" FAS	90,000'
3/4" FAS	8,000'
4/4" FAS	30,000'
5/4" FAS	80,000'
6/4" FAS	15,000'
8/4" FAS	100,000'
5/8" No. 1 C. & S.	50,000'
3/4" No. 1 C. & S.	65,000'
4/4" No. 1 C. & S.	80,000'
5/4" No. 1 C. & S.	50,000'
6/4" No. 1 C. & S.	18,000'
8/4" No. 1 C. & S.	45,000'

PLAIN RED GUM	
3/8" FAS	10,000'
1/2" FAS	30,000'
5/8" FAS	16,000'
4/4" FAS	9,000'
3/8" No. 1 C. & S.	85,000'
1/2" No. 1 C. & S.	90,000'
5/8" No. 1 C. & S.	60,000'
3/4" No. 1 C. & S.	80,000'
4/4" No. 1 C. & S.	15,000'
5/4" No. 1 C. & S.	12,000'

PLAIN SAP GUM	
1/2" FAS	30,000'
5/8" FAS	50,000'
3/4" FAS	20,000'
4/4" FAS	15,000'
5/4" FAS	3,000'
3/8" No. 1 C. & S.	29,000'
1/2" No. 1 C. & S.	20,000'
5/8" No. 1 C. & S.	100,000'
3/4" No. 1 C. & S.	100,000'
4/4" No. 1 C. & S.	30,000'
3/8" No. 2 Common	200,000'
4/4" No. 2 Common	30,000'
8/4" No. 2 Common	60,000'

QUARTERED RED GUM (Sap No Defect)	
5/8" FAS	110,000'
3/4" FAS	100,000'

4 4" FAS	50,000'
5 4" FAS	100,000'
6 4" FAS	75,000'
8 4" FAS	87,000'
10 4" FAS	45,000'
5/8" No. 1 C. & S.	20,000'
3/4" No. 1 C. & S.	20,000'
4/4" No. 1 C. & S.	60,000'
5 4" No. 1 C. & S.	17,000'
6 4" No. 1 C. & S.	75,000'
8 4" No. 1 C. & S.	60,000'

ELM	
4 4" Log Run	10,000'
4 4" No. 2 Common	6,000'
6 4" No. 2 Common	19,000'
8 4" No. 2 Common	24,000'
10 4" No. 2 Common	30,000'
12 4" No. 2 Common	10,000'
5/8" Nos. 2 & 3 Com.	18,000'
3/4" Nos. 2 & 3 Com.	18,000'
4/4" No. 3 Common	17,000'
8 4" No. 3 Common	6,000'
12 4" No. 3 Common	11,000'
16 4" No. 1 Common	1,000'

ASH	
1 2" FAS	150,000'
4 4" FAS	38,000'
12 4" FAS	15,000'
4/4" No. 1 C. & S.	15,000'
5/4" No. 1 C. & S.	8,000'
8/4" No. 1 C. & S.	14,000'
12/4" No. 1 C. & S.	15,000'
4/4" No. 2 Common	15,000'
5/4" No. 2 Common	1,800'
6/4" No. 2 Common	700'
8 4" No. 2 Common	9,000'
10/4" No. 2 Common	600'
12 4" No. 2 Common	4,000'

QUARTERED WHITE OAK	
5/8" FAS	25,000'
3/4" FAS	50,000'
4 4" FAS	20,000'

1 4" No. 1 C. & S.	22,000'
3/8" No. 1 C. & S.	80,000'
1 2" No. 1 C. & S.	24,000'
5/8" No. 1 C. & S.	75,000'
3/4" No. 1 C. & S.	50,000'
4/4" No. 1 C. & S.	15,000'
4/4" Strips	80,000'
3/8" No. 2 Common	35,000'
5/8" No. 2 Common	50,000'
3 4" No. 2 Common	50,000'

PLAIN WHITE OAK	
1 4" No. 1 C. & S.	40,000'
3/8" No. 1 C. & S.	80,000'
1/2" No. 1 C. & S.	60,000'
5/8" No. 1 C. & S.	25,000'
3/4" No. 1 C. & S.	20,000'
4/4" No. 1 C. & S.	50,000'
1 2" No. 2 Common	100,000'
3/4" No. 2 Common	30,000'
4 4" No. 2 Common	35,000'

PLAIN RED OAK	
3/8" FAS	25,000'
1/2" FAS	60,000'
5/8" FAS	100,000'
3/8" No. 1 C. & S.	75,000'
1/2" No. 1 C. & S.	20,000'
5/8" No. 1 C. & S.	50,000'
3/4" No. 1 C. & S.	60,000'
4/4" No. 1 C. & S.	15,000'
5/4" No. 1 C. & S.	5,000'
8/4" No. 1 C. & S.	4,000'
3/8" No. 2 Common	105,000'
1 2" No. 2 Common	100,000'
5/8" No. 2 Common	50,000'
3/4" No. 2 Common	110,000'

PANTHERBURN CYPRESS	
4/4" FAS	75,000'
5/4" FAS, 4-12"	200,000'
6/4" FAS, 4-12"	12,000'
10 4" FAS, 4-12"	50,000'
12 4" FAS, 4-12"	30,000'
4 4" FAS, 13-17"	35,000'

5/4" FAS, 13-17"	140,000'
10/4" FAS, 13-17"	10,000'
1 4" FAS, 18" up	15,000'
5/4" FAS, 18" up	48,000'
6/4" FAS, 18" up	6,000'
4/4" Selects	75,000'
5/4" Selects	100,000'
6 4" Selects	70,000'
12 4" Selects	12,000'
4 4" No. 1 Shop	15,000'
5 4" No. 1 Shop	15,000'
5/4" No. 1 Common	15,000'
6 4" No. 1 Common	15,000'
8/4" No. 1 Common	2,000'
4/4" No. 2 Common	200,000'
5/4" No. 2 Common	20,000'
4 4" Boxing	150,000'
6 4" Boxing	55,000'
4 4" Pecky	175,000'
4 4x8" Pecky	69,000'
4 4x12" Pecky	100,000'

MISCELLANEOUS HICKORY	
6 4" Log Run	30,000'
8 4" Log Run	7,500'
6/4" No. 3 Common	30,000'

BLACK GUM	
4/4" No. 1 C. & B.	20,000'
4/4" No. 2 C. & B.	20,000'

POPLAR	
4/4" No. 1 Common	15,000'

CYPRESS SHINGLES	
4" Best	46,500'
5" Best	211,750'
6" Best	93,000'
1" Prime	225,000'
5" Prime	357,000'
6" Prime	179,000'
1" Ecom.	150,000'
5" Ecom.	250,000'
6" Ecom.	100,000'

WE HAVE A FEW CARS OF KRAETZER-CURED GUM

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

→ SOUTHERN HARDWOODS ←

Manufacturers and Wholesalers

of



HARDWOOD DEPARTMENT

LOUISIANA RED CYPRESS COMPANY 218-221 BANK OF
COMMERCE BLDG.

MEMPHIS, TENNESSEE

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

BASSWOOD

1x4" 4 to 16' Clear	50 M
1x5" 4 to 16' Clear	60 M
1x6" & Wdr. 8 to 16' FAS.	175 M
1x11" & Wdr. 8 to 16' Box Boards	100 M
1x4" & Wdr. 4 to 16' No. 1 Common	300 M
1x4" & Wdr. 4 to 16' No. 2 Common	225 M
5/4x6" & Wdr. 8 to 16' FAS.	175 M
5/4x4" & Wdr. 4 to 16' Select White Piano Key Stock	150 M
5/4x4" & Wdr. 4 to 16' No. 1 Common	400 M
5/4x4" & Wdr. 4 to 16' No. 2 Common	75 M
6/4x6" & Wdr. 8 to 16' FAS.	90 M
6/4x4" & Wdr. 4 to 16' No. 1 Common	225 M
6/4x4" & Wdr. 4 to 16' No. 2 Common	175 M
8/4x6" & Wdr. 8 to 16' FAS.	90 M
8/4x4" & Wdr. 4 to 16' No. 1	175 M
8/4x4" & Wdr. 4 to 16' No. 2	115 M
10/4" & Wdr. 4 to 16' No. 2 & Better	85 M
12/4" & Wdr. 4 to 16' No. 2 & Better	65 M
14/4" & Wdr. 4 to 16' No. 2 & Better	45 M
16/4" & Wdr. 4 to 16' No. 2 & Better	20 M

We specialize in thin Basswood for trunk and other purposes, supplying
stock S1 or 2S to 1/8, 3/16, 1/4, 5/16, 3/8, 7/16, 1/2, etc.

SAWYER GOODMAN

COMPANY

MARINETTE, WIS.

MANUFACTURERS



Buy and sell Hardwoods in Buffalo
where 60 to 70,000,000 feet are carried at
all times. Shipments can move quickly to
and from Buffalo by rail, lake or barge canal

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres.

M. M. Wall, Treas.

T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

QUARTERED WHITE OAK

4/4" FAS.	15,000'
4/4" FAS, 6" & 7"	30,000'
4/4" No. 1 Com. & Sel.	95,000'
6/4" No. 1 Com. & Sel.	16,000'
4/4" No. 2 Common	32,000'
5/4" No. 2 Common	1,000'

PLAIN WHITE OAK

4/4" FAS.	60,000'
5/4" FAS.	35,000'
10/4" FAS.	1,500'
4/4" No. 1 Com. & Sel.	200,000'
5/4" No. 1 Com. & Sel.	85,000'
8/4" No. 1 Com. & Sel.	13,000'
10/4" No. 1 Com. & Sel.	2,000'
12/4" No. 1 Com. & Sel.	13,000'
5/4" No. 2 Common	16,000'

3/4" No. 2 Common	16,500'
4/4" No. 3 Common	30,000'

PLAIN RED OAK

5/4" No. 1 Common	30,000'
8/4" No. 1 Common	23,000'
5/4" No. 2 Common	5,000'
8/4" No. 2 Common	14,000'

QUARTERED RED OAK

4/4" FAS.	20,000'
4/4" No. 1 Common	53,000'
5/4" No. 1 Common	9,000'
4/4" No. 2 Common	8,000'

QTD. RED AND WHITE OAK

4/4" Sound Wormy	25,000'
PLAIN RED AND WHITE OAK	
4/4" Sound Wormy	356,000'
5/4" Sound Wormy	64,000'

Ferguson & Palmer Company

Good Widths and Lengths—Four Months' Dry

5/4-8/4" No. 3 Common	4/4" RED GUM
6/4-8/4" 6 mos. dry, Dog Rds.	4/4" No. 1 Common
COTTONWOOD	1/4" No. 2 Common
4/4-6/4" FAS	SAP GUM
4/4-6/4" No. 1 Common	4 4-5/4-6/4" FAS
1/4" No. 2 Common	4/4-5/4-6/4" No. 1 Common
4-1" Box Boards	4/4-5/4-6/4-8/4" No. 2 Com.
CYPRESS	RED OAK
5/4-10/4-12/4" FAS	1/4" No. 2 Common
4/4-12/4" No. 1 Common	4 1" Sound Wormy
4/4" No. 2 Common	WHITE OAK
4/4" Pecky	5/4" No. 2 Common
ELM	5 1" No. 3 Common
5/4-6/4" No. 2 Common	SYCAMORE
4/4" No. 3 Common	5/8-4/4" Log Run

Chicago Lumber & Coal Co.

824 Arcade Bldg., St. Louis, Mo.
CHICAGO OFFICE.....Marquette Building
DETROIT OFFICE.....Book Building

5/4" No. 1 Com. dry.... 1 car	8/4" FAS, 3 mo. dry.... 1 car
5/4" No. 2 Com. dry.... 1 car	8/4" No. 1 C. 3 mo. dry 3 cars
QTD. RED GUM, S. N. D.	QUARTERED WHITE OAK
4/4" FAS, 3 mo. dry.... 2 cars	4/4" FAS, 2 mos. dry... 9,000'
4/4" No. 1 C. 3 mo. dry. 3 cars	4/4" No. 1 Com. dry... 100,000'
8/4" FAS, 6 mo. dry.... 4 cars	4/4" No. 2 Com. dry... 50,000'
8/4" No. 1 C. 6 mo. dry. 4 cars	5/4" FAS, dry.... 18,000'
10/4" FAS, 6 mo. dry.... 2 cars	5/4" No. 1 Com. dry... 60,000'
10/4" No. 1 C. 6 mo. dry. 2 cars	5/4" No. 2 Com. dry... 30,000'
PLAIN SAP GUM	PLAIN WHITE OAK
5/8" FAS, dry.... 6,000'	4/4" FAS, dry.... 7,000'
5/8" No. 1 C. dry.... 20,000'	5/4" No. 1 Com. dry... 20,000'
QUARTERED RED GUM	5/4" No. 2 Com. dry... 15,000'
4/4" FAS, 3 mo. dry.... 1 car	5/4" No. 1 Com. dry... 20,000'
4/4" No. 1 C. 3 mo. dry. 3 cars	5/4" No. 2 Com. dry... 5,000'
QTD. FIG. GUM	PLAIN RED OAK
4/4" FAS, 2 mos. dry.... 4,000'	3/4" FAS, dry.... 4,000'
4/4" No. 1 C. 2 mo. dry. 5,000'	3/4" No. 1 Com. dry... 40,000'
QUARTERED RED GUM	3/4" No. 2 Com. dry... 20,000'
8/4" FAS, dry.... 4,000'	4/4" FAS, dry.... 15,000'
6/4" No. 1 Com. dry.... 7,000'	5/4" No. 1 Com. dry... 20,000'

Rush Lumber Company

Thompson & De Fenelon

Quality
Hardwood Lumber

Mixed Cars Our Specialty
Kiln Dried or Air Dried

ALSO SURFACE AND RESAW

Office and Yard
Memphis, Tenn.

Mills
Louisiana and Arkansas

WHITE ASH

1/1" Select & Better, 6-9", 8-10"	25,000'
4/1" Select & Better, 6-9", 8-16"	75,000'
4/1" Select & Better, 6-7", 8-16"	12,500'
5 1" Select & Better, 6-9", 8-10"	10,000'
3 1" Select & Better, 6-9", 8-16"	14,600'
4/1" Select & Better, 6-9", 8-16"	21,500'
8/4" Select & Better, 6-9", 8-16"	29,400'
10/1" Select & Better, 6" up, 8-16"	45,000'
12/1" Select & Better, 6" up, 8-16"	35,000'
16/1" Select & Better, 6" up, 8-16"	19,000'
20/1" Select & Better, 6" up, 8-16"	4,500'
4 1-8/4" Clear Strips, 2 1/2-3 1/2"	22,000'
4/1" Select & Better, 10-12", 8-16"	15,000'
5/4" Select & Better, 10-12", 8-16"	7,500'
6/4" Select & Better, 10-12", 8-16"	9,000'
8/4" Select & Better, 10-12", 8-16"	15,000'
4/1" Select & Better, 12" up, 8-16"	18,500'
5 1" Select & Better, 12" up, 8-16"	10,000'
8/4" Select & Better, 12" up, 8-16"	5,800'
5/4" Select & Better, 12" up, 8-16"	10,500'
4/4" No. 1 Common, 6" up, 8-16"	3,900'

Dudley Lbr. Company, Inc.

MEMPHIS

NEW ORLEANS

Ready for Prompt Shipment

4/4 1st & 2nd Genuine Tupelo.....	5 cars
4/4 No. 1 Common Genuine Tupelo.....	5 cars
4/4 6 to 12" 1st & 2nd Cottonwood.....	3 cars
4/4 13" and wider 1st & 2nd Cottonwood.....	3 cars
8/4 Select Yellow Cypress.....	3 cars
6/4 Log Run Beech.....	1 car
6/4 Log Run Sycamore.....	1 car
6/4 Log Run Soft Maple.....	1 car

Delivered prices on these, or any other items of Southern Hardwoods or Cypress, submitted on request.

Baker-Matthews Lumber Co.

QTD. RED GUM, SND.	6/4" 1s & 2s..... 40,000'
1s & 2s..... 13,000'	6/4" No. 1 Com. & Sel. 100,000'
5/4" Com. & Btr..... 13,000'	QUARTERED RED OAK
8/4" Com. & Btr..... 50,000'	4/4" Com. & Btr..... 30,000'
PLAIN SAP GUM	4/4" No. 2 Common..... 35,000'
4/4" No. 1 Com. & Sel. 15,000'	PLAIN WHITE OAK
4/4" No. 2 Common..... 30,000'	3/4" 1s & 2s..... 15,000'
4/4" No. 3 Common..... 30,000'	3/4" No. 1 Com. & Sel. 15,000'
5/4" No. 1 Com. & Sel. 50,000'	4/4" 1s & 2s..... 30,000'
6/4" Co. & Btr..... 35,000'	5/4" 1s & 2s..... 12,000'
PLAIN RED GUM	5/4" No. 1 Com. & Sel. 35,000'
4/4" No. 1 Com. & Sel. 25,000'	8/4" Log Run..... 15,000'
5/4" No. 1 Com. & Btr. 15,000'	QUARTERED WHITE OAK
6/4" No. 2 Common..... 100,000'	4/4" 1s & 2s..... 40,000'
QUARTERED RED GUM	4/4" No. 2 Common..... 50,000'
4/4" No. 1 Com. & Sel. 15,000'	4/4" C. & B. Strips..... 30,000'
5/4" No. 1 Com. & Sel. 25,000'	6/4" No. 1 & 2 Com..... 35,000'
	8/4" No. 1 & 2 Com..... 14,000'

Geo. C. Brown & Company

PLAIN WHITE OAK	8/4" No. 2 Com..... 14,800'
5/8" Sel. & Btr..... 15,200'	4/4" No. 1 & 2 Com..... 121,800'
5/8" No. 3 Common..... 22,100'	4/4" Pecky..... 57,100'
PLAIN RED OAK	5/4" No. 1 & 2 Com. 17,060'
4/4" No. 2 Com. & Btr. 18,500'	4/4" & 5/4" Shorts..... 14,500'
6/4" No. 2 Com. & Btr. 169,060'	PLAIN MIXED OAK
PLAIN MIXED OAK	5/8" No. 1 Com..... 4,000'
4/4" No. 1 Com..... 4,000'	4/4" No. 3 Com..... 54,500'
4/4" No. 2 Com..... 54,500'	4/4" No. 1 Com. & Btr. 188,600'
4/4" No. 3 Com..... 54,500'	4/4" No. 2 Com. & Btr. 285,000'
4/4" No. 1 Com. & Btr. 39,800'	5/4" No. 1 Com. & Btr. 59,600'
QUARTERED SAP GUM	8/4" Dog Pds..... 381,800'
4/4" No. 1 Com. & Btr. 13,500'	WHITE ASH
PLAIN SAP GUM	4/4" 1s & 2s 10" & Up. 12,000'
5/8" No. 2 Com. & Btr. 57,400'	4/4" 1s & 2s 6" & Up. 6,000'
5/4" No. 1 Com..... 8,000'	4/4" No. 1, 2 & 3 Com. 79,000'
6 1" No. 1 Com..... 30,600'	8 1" No. 2 & 3 Com. 134,300'
	ELM
	6/4" No. 2 & 3 Com. 140,800'
	8/4" Dog Boards..... 62,500'
	LOCUST
	4/4" Log Run..... 23,500'

Mark H. Brown Lbr. Co.

HARDWOODS

MEMPHIS

QUARTERED WHITE OAK	6/4" No. 1 Common..... 25,000'
4/4" No. 1 Common..... 15,000'	8/4" FAS..... 20,000'
4/4" No. 2 Common..... 15,000'	8/4" No. 1 Common..... 35,000'
5/4" No. 1 Common..... 18,000'	4/4" FAS, SND..... 100,000'
4/4" No. 1 & Btr., 2" to	4/4" No. 1 Com., SND..... 100,000'
5 1/2" Strips..... 18,000'	5/4" FAS..... 20,000'
PLAIN WHITE OAK	5/4" No. 1 Common..... 20,000'
4/4" No. 1 & Btr..... 25,000'	6/4" No. 1 Common..... 50,000'
PLAIN RED OAK	8/4" FAS..... 30,000'
5/8" FAS, 12" & up..... 20,000'	8/4" No. 1 Common..... 30,000'
5/8" No. 1 Common..... 16,000'	12/4" No. 1 & Btr..... 12,000'
4/4" FAS, 12" & up..... 20,000'	4/4" Panel & Wide No. 1
4/4" FAS, 10" & up..... 9,000'	18" & up..... 15,000'
4/4" FAS..... 15,000'	QUARTERED BLACK GUM
4/4" Sound Wormy..... 30,000'	4 1/4" Com. & Btr..... 30,000'
QUARTERED RED GUM	4/4" Log Run..... 15,000'
4/4" FAS..... 50,000'	SYCAMORE
4/4" No. 1 Common..... 75,000'	4/4" Log Run..... 15,000'
5/4" No. 1 Common..... 50,000'	HICKORY
6/4" FAS..... 8,000'	8/4" Log Run..... 5,000'
	WALNUT
	4/4" Log Run..... 4,000'

The Mossman Lumber Co.

INCORPORATED

QUARTER SAWN SYCAMORE	LOCUST
5/8" No. 2 Com. & Btr., 60,000'	4/4" Log Run..... 20,000'
4/4" No. 1 Com. & Btr., 27,000'	
5/4" No. 1 Com. & Btr., 150,000'	HACKBERRY
6/4" No. 1 Com. & Btr., 75,000'	5/4" Log Run..... 100,000'

PLAIN SAWN SYCAMORE	HICKORY
5/8" No. 1 Com. & Btr., 100,000'	6/4" Log Run..... 28,000'
4/4" No. 1 Com. & Btr., 60,000'	8/4" Log Run..... 150,000'
5/4" No. 2 Com. & Btr., 200,000'	
6/4" No. 1 Com. & Btr., 150,000'	
10/4" No. 2 Com. & Btr., 75,000'	

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

C. B. COLBURN

SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension Lumber for Manufacturers of

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL

Standard sizes on hand for prompt shipment. Special items
cut to order.

Office, Dimension Mill and Yard
Belt Line Railroad at McLean Street
Postoffice Box 795

QUARTERED WHITE OAK	WHITE ASH
4 1/4" FAS..... 30,000'	5/8" FAS..... 20,000'
4/4" No. 1 Common..... 100,000'	4/4" No. 1 Common..... 20,000'
5/4" FAS..... 10,000'	4 1/4" No. 2 Common..... 15,000'
5/4" No. 1 Common..... 10,000'	6/4" No. 1 Common..... 40,000'
6 1/4" FAS..... 12,000'	6/4" No. 2 Common..... 30,000'
6 1/4" No. 1 Common..... 7,000'	8/4" FAS..... 40,000'
8 1/4" FAS..... 7,000'	8 1/4" No. 1 Common..... 40,000'
8 1/4" No. 1 Common..... 9,000'	12 1/4" FAS..... 17,000'
	QUARTERED RED GUM
	4/4" No. 1 Common..... 50,000'

5/4" No. 1 Common..... 75,000'	QUARTERED SAP GUM
6/4" No. 1 Common..... 75,000'	4/4" Com. & Btr..... 15,000'
8/4" FAS..... 40,000'	6 1/4" Com. & Btr..... 15,000'
	7 1/4" FAS..... 15,000'
	8/4" FAS..... 30,000'
	10 1/4" FAS..... 20,000'
	PLAIN RED GUM
	4/4" FAS..... 20,000'
	4/4" No. 1 Common..... 50,000'
	PLAIN BLACK GUM
	4/4" FAS..... 75,000'
	4/4" No. 1 Common..... 10,000'
	4/4" No. 2 Common..... 30,000'

Brown & Hackney, Inc.

QUARTERED RED OAK	PLAIN SAP GUM
4/4" 1s & 2s..... 2 cars	4/4" 1s & 2s..... 3 cars
4/4" No. 1 Common..... 5 cars	4/4" 1s & 2s, 13" & up..... 2 cars
4/4" No. 2 Common..... 4 cars	5/4" 1s & 2s..... 1 car
4/4" 1s & 2s, 10" & up..... 1 car	5/4" 1s & 2s, 13" & up..... 2 cars
5/4" 1s & 2s..... 2 cars	5/4" 1s & 2s, 18" & up..... 1 car
5/4" No. 1 Common..... 2 cars	4/4" No. 1 Common..... 5 cars
5/4" No. 2 Common..... 1/4 car	5/4" No. 1 Common..... 2 cars
6/4" No. 2 Common..... 1 car	4/4" No. 2 Common..... 5 cars
8/4" No. 1 Common..... 1/4 car	
4/4" Strips, 2-5 1/4"..... 3 cars	QUARTERED RED GUM
	8/4" 1s & 2s..... 1 car
QUARTERED WHITE OAK	8/4" No. 1 Common..... 2 cars
5/4" No. 1 Common..... 1 car	6/4" No. 1 Common..... 2 cars
5/4" No. 2 Common..... 1 car	5/4" No. 1 Common..... 2 cars
6/4" No. 1 Common..... 1/3 car	4/4" No. 1 Common..... 2 cars
6/4" No. 2 Common..... 1/3 car	4/4" 1s & 2s..... 1 car
8 1/4" No. 1 Common..... 1/4 car	PL. RED GUM, FIG'D WOOD
4/4" No. 1 Common..... 5 cars	4/4" 1s & 2s..... 1 car
4/4" No. 2 Common..... 5 cars	QTD. RED GUM, FIG'D WOOD
	8/4" 1s & 2s..... 1 car

The Frank A. Conkling Co.

QUARTERED WHITE OAK	5/4" Com. & Btr..... 35,000'
Regular Widths and Length—Dry	4 1/4" Com. & Btr..... 100,000'
5/8" Com. & Btr..... 50,000'	QTD. FIG. RED GUM
4 1/4" FAS..... 25,000'	4/1" FAS..... 20,000'
4/4" No. 1 Com. & Sel..... 75,000'	PLAIN RED GUM
4/4" No. 2 Common..... 15,000'	4/4" FAS..... 50,000'
5/4" Com. & Btr..... 35,000'	4/4" No. 2 Common..... 15,000'
3 1/2" & thicker Flitches 75%	POPLAR
10" & wider, green.. 1 car	4 1/4" Panel & Wide No. 1 15,000'
PLAIN WHITE OAK	1/4" FAS..... 15,000'
1 1/4" FAS..... 25,000'	1/4" Sap & Sel..... 15,000'
5/8" Com. & Btr..... 40,000'	4 1/4" No. 1 Common..... 15,000'
QTD. GUM, SND.	COTTONWOOD
8 1/4" FAS..... 30,000'	4 1/4" Box Bds., 13-17"..... 14,000'
5/4" Com. & Btr..... 25,000'	4 1/4" Box Bds., 9-12"..... 13,000'
QTD. RED GUM	4 1/4" FAS, 6" & wdr..... 20,000'
8 1/4" FAS..... 20,000'	4 1/4" No. 1 Com. & Sel..... 30,000'

Mississippi Valley Hdwd. Co.

SALES OFFICE: Memphis, Tenn. HAND MILL: Clarksdale, Miss.
Mississippi Delta Gum—The Best That Grows

PLAIN SAP GUM	PLAIN RED GUM
5/4" No. 1 Com., 2 mo... 3 cars	4/4" FAS, 3 mo..... 2 cars
8/4" FAS, 3 mo..... 3 cars	4/4" No. 1 Com., 3 mo... 2 cars
8/4" No. 1 Com., 3 mo... 2 cars	COTTONWOOD
QUARTERED SAP GUM	4/1" Box Bds., 3 mo... 10 cars
4 1/4" No. 1 Com., 2 mo... 3 cars	4 1/4" FAS..... 10 cars

Chapman & Dewey Lumber Company

HARDWOODS

HARDWOODS

MEMPHIS

PLAIN WHITE OAK	
1 1/2" FAS	21,000'
1 3/4" FAS	20,000'
1 1/2" FAS	20,000'
1 3/4" FAS	20,000'
1 1/2" FAS	20,000'
1 3/4" FAS	20,000'
1 1/2" No. 1 Common	20,000'
1 3/4" No. 1 Common	20,000'
1 1/2" No. 2 Common	20,000'
1 3/4" No. 2 Common	20,000'
PLAIN RED OAK	
3 1/2" FAS	20,000'
1 1/2" FAS	20,000'
1 3/4" FAS	20,000'
1 1/2" FAS	20,000'
1 3/4" FAS	20,000'
1 1/2" No. 1 Common	20,000'
1 3/4" No. 1 Common	20,000'
1 1/2" No. 2 Common	20,000'
1 3/4" No. 2 Common	20,000'

Panola Lumber & Mfg. Co.
Bank of Commerce Bldg., Memphis, Tenn.

QUARTERED WHITE OAK	
4 1/4" FAS	28,000'
4 1/4" No. 1 Common	46,000'
4 1/4" No. 2 Common	45,000'
4 1/4" FAS	14,000'
4 1/4" No. 1 Common	20,000'
6 1/4" FAS	11,000'
6 1/4" No. 1 Common	16,000'
8 1/4" FAS	4,000'
8 1/4" No. 1 Common	24,000'
QUARTERED RED OAK	
4 1/4" FAS	16,000'
4 1/4" No. 1 Common	38,000'
PLAIN RED OAK	
3 1/4" FAS	35,000'
4 1/4" Com. & Btr.	45,000'
4 1/4" Sound Wormy	67,000'
5 1/4" Com. & Btr.	44,000'
8 1/4" No. 1 Common	11,000'
SYCAMORE	
4 1/4" Log Run	35,000'
6 1/4" Log Run	20,000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.
Band Mill—BUDE, MISS.

General Sales Offices
1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of
WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

**We Specialize in QUARTERED
WHITE OAK AND POPLAR**

COTTONWOOD	
4 1/4" BB., 9-12", 8 mo.	2 cars
4 1/4" BB., 13-17", 8 mo.	2 cars
4 1/4" FAS, 6-12", 8 mo.	3 cars
4 1/4" No. 1 Com., 8 mo.	4 cars
5 1/4" FAS, 8 mo.	4 cars
5 1/4" No. 1 Com., 8 mo.	5 cars
PLAIN RED GUM	
4 1/4" No. 1 Com., 6 mo.	1 car
5 1/4" No. 1 Com., 6 mo.	2 cars
QUARTERED RED GUM	
6 1/4" No. 1 Com., 6 mo.	1 car
8 1/4" Com. & Btr., 6 mo.	3 cars
PLAIN SAP GUM	
4 1/4" FAS, 10 mo.	3 cars
4 1/4" No. 1 Com., 10 mo.	8 cars
4 1/4" No. 2 Com., 10 mo.	3 cars
5 1/4" FAS, 12 mo.	3 cars
6 1/4" FAS, 12 mo.	1 car
6 1/4" No. 1 Com., 12 mo.	5 cars

Johnson Bros. Hdwd. Co.

RED AND WHITE OAK	
1 1/2" No. 1 Common	53,000'
1 3/4" No. 1 Common	184,000'
1 1/2" No. 2 Common	343,000'
QUARTERED WHITE OAK	
1 1/2" FAS	76,000'
1 3/4" FAS	200,000'
1 1/2" FAS	71,000'
1 3/4" No. 1 Common	87,000'
1 1/2" No. 1 Common	437,000'
1 3/4" No. 1 Common	67,000'
1 1/2" No. 2 Common	81,000'
1 3/4" No. 2 Common	85,000'
1 1/2" Cl. Stps. to 5 1/2"	113,000'
QUARTERED RED GUM	
4 1/4" No. 1 Common	102,000'
PLAIN RED GUM	
5 1/8" FAS	51,000'
1 1/4" FAS	100,000'
1 1/4" No. 1 Common	101,000'
PLAIN SAP GUM	
5 1/8" FAS	96,000'

10 1/4" Log Run	85,000'
ELM	
12 1/4" Log Run	108,000'
10 1/4" Log Run	84,000'
5 1/4" Log Run	50,000'
4 1/4" Log Run	24,000'
MAPLE	
10 1/4" Log Run	65,000'
8 1/4" Log Run	30,000'
4 1/4" Log Run	20,000'
ASH	
16 1/4" Com. & Btr.	30,000'
12 1/4" Com. & Btr.	92,000'
10 1/4" Com. & Btr.	80,000'
8 1/4" Com. & Btr.	73,000'
8 1/4" No. 2 Common	14,000'
6 1/4" Com. & Btr.	25,000'
6 1/4" No. 2 Common	15,000'
5 1/4" No. 1 & No. 2 Com.	33,000'
4 1/4" No. 1 Common	38,000'
4 1/4" No. 2 Common	45,000'
4 1/4" No. 3 Common	17,000'

PLAIN WHITE OAK	
4 1/4" No. 1 Common	452,000'
4 1/4" No. 2 Common	104,000'
8 1/4" No. 1 Bdg. Plk.	127,000'
PLAIN RED OAK	
4 1/4" No. 1 Common	26,500'
MIXED OAK	
4 1/4" No. 1 Common	162,000'
8 1/4" No. 1 Common	72,000'
PLAIN RED GUM	
5 1/8" No. 1 Common	27,000'
4 1/4" No. 1 Common	177,000'
4 1/4" No. 2 Common	52,000'
PLAIN SAP GUM	
5 1/8" FAS	26,000'
4 1/4" FAS, 9-12" Exds.	93,000'

Kellogg Lumber Company

ASH	
4 1/4" Log Run	91,000'
8 1/4" Log Run	71,000'
10 1/4" Log Run	14,000'
12 1/4" Log Run	39,000'
4 1/4" No. 2 Common	118,000'
QUARTERED WHITE OAK	
1 1/2" FAS	12,000'
3 1/4" FAS	11,000'
4 1/4" FAS	20,000'
1 1/2" No. 1 Common	21,000'
1 3/4" No. 1 Common	37,000'
1 1/2" No. 1 Common	175,000'
1 3/4" No. 1 Common	15,000'
1 1/2" No. 1 Common	29,000'
QUARTERED RED OAK	
1 1/2" FAS	20,000'
1 3/4" No. 2 Common	17,000'

Stimson Veneer & Lbr. Co.
INCORPORATED

Regular Widths and Lengths, Dry

COTTONWOOD	
4 1/4" Com. & Btr., 6 mo.	1 car
RED GUM	
5 1/8" Com. & Btr., 6 mo.	1 car
4 1/4" 1s & 2s, 6 mo.	1 car
4 1/4" No. 1 Com., 6 mo.	5 cars
SAP GUM	
5 1/8" 1s & 2s, 4 mo.	4 cars
5 1/8" No. 1 Com., 4 mo.	2 cars
4 1/4" 1s & 2s, 4 mo.	1 car
4 1/4" No. 1 Com., 4 mo.	2 cars
QTD. RED GUM	
8 1/4" 1s & 2s, 6 mo.	1 car
SOFT MAPLE	
6 1/4" Log Run, 6 mo.	1 car
RED OAK	
4 1/4" 1s & 2s, 6 mo.	4 cars
4 1/4" No. 1 Com., 6 mo.	5 cars
8 1/4" Com. & Btr., 4 mo.	1 car
WHITE OAK	
4 1/4" 1s & 2s, 6 mo.	2 cars
4 1/4" No. 1 Com., 6 mo.	5 cars
QTD. WHITE OAK	
4 1/4" Com. & Btr., 6 mo.	1 car

J. H. Bonner & Sons

POPLAR	
4 1/4" No. 1 Common	25,000'
5 1/4" No. 2 Common	74,000'
5 1/4" No. 2 Common	17,500'
6 1/4" No. 2 Common	15,500'
8 1/4" No. 2 Common	58,000'
PLAIN RED OAK	
10 1/4" FAS	12,000'
4 1/4" No. 1 Common	39,900'
6 1/4" No. 1 Common	6,800'
10 1/4" No. 1 Common	19,500'
10 1/4" No. 2 Common	32,300'
6 1/4" No. 2 Common	34,000'
10 1/4" No. 2 Common	5,000'
5 1/4" Sound Wormy	25,500'
PLAIN WHITE OAK	
1 1/2" FAS	18,000'
1 3/4" FAS	1,000'
1 1/2" No. 1 Common	9,000'
1 3/4" No. 1 Common	25,000'
1 1/2" No. 1 Common	5,800'
1 3/4" No. 1 Common	6,000'
10 1/4" No. 1 Common	
4,000'	
QUARTERED WHITE OAK	
5 1/8" FAS	50,000'
5 1/4" No. 1 Common	22,000'
5 1/4" No. 2 Common	33,500'
1 1/2" No. 2 Common	1,200'
SAP GUM	
5 1/8" FAS	52,700'
1 1/2" FAS	12,000'
3 1/4" No. 1 Common	12,000'
3 1/4" No. 2 Common	8,000'
1 1/2" No. 2 Common	1,000'
MISCELLANEOUS STOCK	
COTTONWOOD	
4 1/4" FAS	35,000'
SYCAMORE	
1 1/4" Log Run	1,000'
HICKORY	
8 1/4" No. 1 Com. & Btr.	15,000'
6 1/4" Log Run	12,100'

Goodlander-Robertson Lumber Co.

HARDWOODS

THIS PICTURE



AND

THESE FIGURES

35%..... 6"	34%..... 12'
10%..... 7"	50%..... 14 & 16'
55%..... 8" & wider	78%..... FAS
16%..... 8 to 10'	22%..... Selects

will tell you something of our stock of bone dry 4/4 Selects and Better HARD MAPLE.

Don't you want to know more about it?

C. C. COLLINS LUMBER COMPANY
Rhineland, Wisconsin

List of Dry Stock

MAPLE FLOORING

3 8x1 1/2" Face Clear.....	1 car
13 16x1 1/2" Face Clear.....	4 cars
13 16x1 1/2" Face No. 1.....	4 cars
13 16x1 1/2" Face Factory.....	5 cars
13 16x3 1/4" Face Clear.....	2 cars
13 16x3 1/4" Face Factory.....	5 cars
1-1/16x2 1/4" Face Clear.....	2 cars
1-1 16x3 1/4" Face Factory.....	1 car
13/16x3 1/2" Face Jointed Factory.....	2 cars

SOFT ELM

8 4" No. 1 & Better.....	100,000'
12 4" No. 1 & Better.....	100,000'

BASSWOOD

5 4" Key Stock.....	100,000'
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ROCK ELM

10/4" No. 1 & Better.....	25,000'
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BIRCH

8/4" No. 1 Common.....	20,000'
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SPRUCE AND BALSAM

4 4" Merchantable.....	200,000'
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SOFT ELM

7 4" No. 2 & Better.....	1 car
6 4" No. 2 Common.....	1 car

HARD MAPLE

8/4" Select & Better.....	20,000'
10 4" No. 1 & Better.....	100,000'
16/4" No. 1 & Better.....	17,000'

BIRCH

4/4" No. 1 & Better.....	100,000'
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BASSWOOD

4/4" No. 3 Common.....	100,000'
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J. W. Wells Lumber Co.
Menominee, Michigan

For Quick Sale BAND SAWN HARDWOODS

at our LITTLE ROCK MILL

5/4" FAS Quartered Red Gum.....	3 cars
6/4" FAS Quartered Red Gum.....	1 car
8/4" FAS Quartered Red Gum.....	3 cars
12/4" FAS Quartered Red Gum.....	1 car
4/4" No. 1 Com. & Sel. Qrtd. Red Gum.....	2 cars
5/4" No. 1 Com. & Sel. Qrtd. Red Gum.....	3 cars
6/4" No. 1 Com. & Sel. Qrtd. Red Gum.....	6 cars
8/4" No. 1 Com. & Sel. Qrtd. Red Gum.....	2 cars
10/4" No. 1 Com. & Sel. Qrtd. Red Gum.....	1/2 car
12/4" No. 1 Com. & Sel. Qrtd. Red Gum.....	1 car
5/4" FAS Quartered Sap Gum.....	4 cars
8/4" FAS Quartered Sap Gum.....	17 cars
4/4" No. 1 Com. & Sel. Qrtd. Sap Gum.....	1 car
4/4" FAS Plain Sap Gum.....	1 car
6/4" No. 1 Com. & Sel. Plain Red Gum.....	1/2 car
5/4" FAS Quartered White Oak.....	1 car
8/4" No. 1 Com. & Sel. Qrtd. White Oak.....	1/4 car
4/4" FAS Qrtd. Figured Red Gum.....	10,000'
5/4" FAS Qrtd. Figured Red Gum.....	10,000'
4/4" No. 1 Com. & Sel. Qrtd. Fig. Red Gum...	2 cars
5/4" FAS Plain Figured Red Gum.....	3,000'



E. L. BRUCE Co.
MEMPHIS TENNESSEE

Bigelow
HARDWOOD PRODUCTS

Lower Michigan
Maple, Birch, Elm, Beech

5/4" No. 1 Com. & Selects Maple.....	100,000'
6/4" No. 1 Com. & Selects Maple.....	100,000'
6/4" Maple Step Plank.....	40,000'
8/4" No. 1 Com. & Btr. Maple, 50% FAS.....	150,000'
12/4" No. 1 Com. & Btr. Maple, 65% FAS.....	125,000'
16/4" No. 1 Com. & Btr. Maple 70% FAS.....	20,000'
14/4" No. 1 Com. & Btr. Maple, 50% FAS.....	38,000'
4/4" No. 1 Com. 5" & wdr. Birch.....	120,000'
10/4" No. 1 Com. & Btr. Birch, 60% FAS.....	50,000'
12/4" No. 1 Com. & Btr. Birch, 60% FAS.....	20,000'
4/4" No. 1 Com. & Btr. Soft Elm.....	40,000'
6/4" No. 1 C. & Btr. Soft Elm, 40% FAS.....	150,000'
12/4" No. 1 C. & Btr. Soft Elm, 60% FAS.....	70,000'
4/4" No. 2 Com. & Btr. Beech.....	100,000'
5/4" No. 2 Com. & Btr. Beech.....	125,000'

HARDWOOD SPECIALISTS
The BIGELOW-COOPER CO.
Bay City, Michigan



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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Vol. LIII

CHICAGO, JULY 10, 1922

No. 6

Review and Outlook

General Market Conditions

THE LUMBER BUSINESS IS SO FAR IMPROVED over a month or six weeks ago that a very large measure of genuine and justifiable optimism has resulted. In fact, for the first time in many months one finds an almost enthusiastic spirit prevalent in hardwood circles.

This is not the result of any greedy resolve to get the utmost dollar, or any grasping elation over the slight advancement that has materialized here and there. It is the result, rather, of a tremendous relief that the strain of the past two years has been alleviated.

A great measure of the reason for this improvement goes back directly and pointedly to demand. Production continued slack as long as physical conditions were unfavorable. But over the past several weeks these conditions have greatly improved and in many lines of lumber production output is now almost one hundred per cent. This is not yet true in hardwoods, but as rapidly as important producers can get under way they are beginning operations.

The big event before the trade at the moment is the furniture market at Chicago and Grand Rapids. Anyone but a rank radical, prejudiced beyond conversion, can not but draw the conclusion from tours of the exhibits that the furniture industry is doing notably well in the present season. In fact, so far have sales progressed that some of the most fortunate have reached the point of declining further orders of immediate placement. In short, the insignificant movement of new furniture over the past several years has caused such a want that it finally became irresistible. The housing program, too, has required a tremendous new supply and withal the demand has just naturally reached proportions where it is distinctly gratifying. A normal total has not been reached, but the condition is so far improved over any recent market that favorable conclusions are entirely justifiable.

At present the automobile trades are taking a great deal of hardwoods, but there is reasonable doubt as to this demand holding up consistently without interruption. It seems to be reasonable to expect a considerable falling off as the big production season wanes during the summer. However, there is one factor in this connection which must not be overlooked, the agricultural regions have been in bad shape for some time and their purchases of automobiles fell down to practically nothing. The situation with the farmers has improved materially of late and it is generally conceded that with one more good crop they will have money to spend for new equipment.

The auto today has become almost a necessity with the average

farmer, and therefore a considerable increase in purchases from agricultural regions may be expected.

HARDWOOD RECORD believes that hardwood prices are still in a process of flux and that as the new lumber comes in the tendency will be toward some restriction in values of the upper grades and with steadily improving demand some improvement in the value of the lowers.

A Startling Version of the Hoover Program

IT IS FREQUENTLY FORCED on the attention of sideline observers that one of the greatest weaknesses of the average American manufacturer is his lack of thoroughness. Thoroughness in production implies painstaking investigation leading to correct knowledge of all those things affecting one's business.

It can not be intelligently disputed that raw material is to almost any manufacturer, regardless of his line, a fundamental and all-important consideration. Thus it would seem to follow logically that the manufacturer spending thousands, possibly many hundreds of thousands, of dollars a year for raw material, should post himself not only on the physical aspect of that which he purchases, but on those trends and developments within the industries which supply him with his raw stocks.

This evident duty is often neglected and the side-liner is frequently astonished at the total lack of information which many of our notable manufacturers manifest regarding their raw materials.

To bring the matter home and tie it to specific cases, the editor of HARDWOOD RECORD received just such a jolt from a very prominent furniture manufacturer who during the current market in Chicago expressed his various views as to his own sales and further as to his raw material purchases.

There was no mistaking that he resented recent advances in hardwood prices, advances that have resulted alone from increasing demand and depleted stocks. But the most astonishing part of his tirade was that which placed the whole blame for this price tendency squarely upon what he termed "the new combination of manufacturers."

It is not the function of this editorial to deal with past events even briefly. Its sole purpose is to endeavor to secure a better understanding among wood-users of the Hoover program which represents the most forward-looking single step that has ever been undertaken in the lumber industry, a step which means as much, and possibly more, to the consumer as to the manufacturer.

This furniture man should have known what the Hoover pro-

gram is and what it means to the consuming industry. Instead, he let his mind go no further than was necessary to inform himself that a new association of manufacturers had been started and to link that organization with price advancements.

It is almost unbelievable that an intelligent business man, who is supposed to be in touch with the hardwood market, could arrive at the foolish conclusion that recent advancements in hardwood prices were the direct and exclusive result of the formation of the new manufacturers' association.

To begin with, this new movement is totally divorced from the old statistical plan. Further, it is merely one part of a very broad movement, right now in its very incipency, and which comprehends not only the whole lumber industry but includes as well a direct and effective connection with Washington.

This explanation is prompted by the belief that the Hoover program is a big thing, and that it can not succeed without the support of the consumers of lumber. The gentleman in question should be one to support the program and yet through allowing himself unintelligent and ill-advised conclusions he is standing in the way of his own best interests.

The Hoover program in its broad conception is, for the purpose of enabling a broadcast housecleaning in the lumber industry, making possible the presentation through the government to the public a single picture of a unified industry, which has chosen to correct its errors rather than to wait for their correction under government authority. Because this program is all-inclusive so far as the various branches of the industry extend, it must of necessity have reached the hardwood manufacturing element and because it was conceived by those sponsoring the new association that there existed no national organization purely of manufacturers, the new body was formed for the express purpose of functioning as a hardwood manufacturers' institution in utmost support of the Hoover program.

This precludes any possibility of there being the remotest reason for this furniture man's conclusions, except that he has not taken the trouble to inform himself on the biggest movement that has ever been started in behalf of correct manufacturing and merchandising principles. And it must necessarily follow that under correct merchandising principles the needs of the consumer are best taken care of.

Briefly described, the Hoover program provides for a thorough, practical and yet scientific study of all industries using lumber for the purpose of so regulating sizes, specifications and grades that each industry will have available for purchase just that kind of lumber as can be most efficiently used and with the least waste in each such industrial group. The plan further provides that such buyers shall have a guarantee, backed by the highest authority, that they shall receive what they buy and pay for.

It is the very essence of Secretary Hoover's effort that complete protection of the purchaser and complete meeting of his needs may be brought about.

So when this gentleman condemned price advances as the sinister result of a combination of manufacturers he condemned the whole Hoover idea which was inaugurated and advanced for his benefit.

HARDWOOD RECORD urges upon consuming executives in any line of business to which hardwood lumber is an important raw material a thorough and exhaustive study of this project leading to the proper conception of its purposes, its functions and its possible effects.

Backhanded Arguing

A UNITED STATES SENATOR, whose reputation would appear more impressive than his logic, made a most startling plea during recent consideration of a proposed duty on shingles. The purport of his thought was that because lumbermen operated on a natural resource of great beauty, and because, due to the demand for lumber products, depletion considerably exceeds new growth, the welfare of the country would be best served by putting the lumber industry out of business.

Everyone knows that boards are cut out of logs and that logs are produced from beautiful forest trees. The most innocent hopeful in the lowest primary grades of our public schools, knows before he has mastered his multiplication tables that at one time nearly the whole face of our country was covered with a beautiful spread of primeval and unmolested timber. But is it sane to argue that none of this timber should have been sacrificed to the needs of advancing civilization and national development?

Yet, this is precisely what this august statesman advocates in his biting denunciation of the lumber industry and his fiery appeal for free entry of competing products that, insofar as legislation can accomplish it, the lumber industry may be restricted.

The forestry movement in this country had its beginning in sentiment and theory. Today the main contributing means to its advancement is practicable and utilitarian interpretation of the problem. Our Chief Forester, in fact, has repeatedly stated that the essence of the conservation movement in this country must for years consist primarily of fire protection.

The purposes of conservation insofar as they directly touch the lumber industry can best be served by so protecting the industry and so stabilizing its operations that a closer utilization of the tree, and, in the woodworking factory, of the board which comes from the tree, may be effected. It is contended that cut exceeds growth something like five to one. It is further admitted that only some twenty to twenty-five per cent of the tree is utilized, the rest being waste. There is a tremendous leeway right there to work on in the matter of conservation without demanding that the lumber industry be forced out of business in order that the cut may be further restricted.

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Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

**Dimension Stock—Its Production at Factory*

By Arthur T. Upson*

At your annual convention last year you heard a very able address upon a subject of much interest to you. I refer to Mr. E. E. Parsonage's address on "The Common Interest of the Hardwood Producer and Consumer." He spoke from first hand knowledge and long experience as a lumber manufacturer, small dimension stock producer, and wood fabricator, on a subject most vital to the hardwood lumber industry: that of ways and means of profitable disposition of No. 2, No. 3 and cull logs, of heavy slabs, wide edgings and long trimmings, and of the enormous production, comparatively, of low-grade lumber. He told you that the answer to your great problem was, to his mind, "dimension stock." He also told you that the U. S. Forest Service, through the Forest Products Laboratory, had undertaken a detailed study of the small dimension stock problem and asked, for that movement, your support and co-operation.

We of the Forest Service have felt for many years that great savings in raw material could be effected through manufacture of the small clear stock required by the various wood-using industries from the lower grades of lumber; the slab, edging and short lumber by-products of the sawmill; and the lower grade logs now left in the woods. This information came to us through our general study of forest conservation and in fulfilling our duties of service to the wood producing and consuming industries and in advancing forestry practice in the United States; we also appreciate the fact that the subject represented the greatest problem confronting the hardwood lumber industry.

The Low Grade and Wood Waste Problem

While we are not lumbermen or wood consumers in the modern sense, we do realize the enormity and astounding proportions of the general low-grade and wood-waste problems. Many loggers, mill men and manufacturers realize the great waste going on in their own operations, yet there are many who are not fully aware of the magnitude of the problem throughout the country as a whole, or its relation to the critical situation now existing with respect to our remaining timber resources. Without going into the subject too far let me illustrate what this appalling loss of wood amounts to annually. Forest Service studies show that nearly 67 per cent of the volume of the merchantable bowl of the forest tree is wasted in the manufacture of seasoned, unplanned lumber. In other words, for every board foot of lumber manufactured nearly two feet are wasted in the woods or at the sawmill. The lumber cut in the United States in 1920 amounted to about 34 billion board feet. Hence, in harvesting this annual crop of rough lumber an equivalent of nearly 60 billion feet of waste material was produced, exclusive of the lower grades. Now you are fully aware that 10 billion feet or so of this lumber is again remanufactured at wood consuming plants into smaller shapes and sizes. Considering all grades of lumber, the wastage here averages about 40 per cent. Hence, 4 billion feet more waste is added on to the already stupendous amount of 60 billion or so.

There are many reasons for this high waste and no one element or branch of industry working with wood is entitled to more criticism than another. In general, it is due to the American way of doing things—the desire for quantity production, the lack of application of results of research and of principles of economy, and the thought that our timber resources are inexhaustible.

The last thought is the greatest fallacy of all. They are not. Of the original 5,200 billion feet of timber in the United States only two-fifths is left and not where we want it or where it will do the

most good. Our annual wood bill, including destruction by fire and insects, is 14 billion cubic feet, and our annual growth only about 4 billion cubic feet. The cut is $3\frac{1}{2}$ times the annual growth. Thus, our rate of consumption is just as serious as our wasteful methods.

The Answer to This Problem

There are two methods of attacking our wood-waste situation. One is its elimination, or the elimination of a portion of it, and the other is its utilization. Elimination is the ideal and much better than trying to utilize the waste after it is made. Both, of course, are governed by economical conditions. In addition, there are two kinds of wood-waste, unavoidable or necessary, and avoidable or unnecessary. The first class, such as saw kerf, narrow edgings, shrinkage, etc., cannot be avoided, though much of it is usable through chemical means. This, however, is not so much a lumberman's business and it need not be discussed here, other than to say that under certain conditions the utilization of woods and mill waste is very profitable. It is different, however, with the avoidable waste, for there are ways and means to either eliminate it, utilize it, or both.

The answer to this, from the viewpoint of the Forest Service, as well as from the viewpoints of the manufacturer and consumer is, as Mr. Parsonage stated, "dimension stock." This solution can come earlier in hardwoods than in softwoods for, as you know, the requirements of the hardwood using industries are such as to lend themselves with comparative ease to the use of raw material in small sizes. This solution applies equally as well to the low-grade and short-lumber question as it does to the woods and mill by-products situation; while probably the low-grade problem is increasingly serious. One prominent manufacturer reports that in 1920 his cut of FAS and No. 1 Common lumber for all species amounted to but 66 per cent of all grades milled, while ten years before it was 92 per cent.

The actual investigations on the ready-cut stock problem by the Forest Products Laboratory have been under way for over a year. It first surveyed the whole field to determine the present and potential ready-cut dimension stock requirements. Laboratory representatives interviewed hundreds of wood fabricators and lumber manufacturers. They heard all arguments for and against dimension stock advocated by either class. The laboratory was then in a position to undertake detailed studies in the most logical places. The first industry to be selected was the chair industry.

Detailed Work in the Chair Industry

There were two distinct phases of this work: (1) The determination of the amount of waste occurring in the production at the factory of the small dimension stock required in chair manufacture from lumber of various species, grades and thicknesses, and the cost of these remanufacturing operations; and (2) the determination of the kinds, sizes, shapes and amounts of all wood stock required in the manufacture of chairs of all styles and types. Both phases of the study have reached a point where definite results can be forecasted and within a few weeks accurate and detailed information furnished producers and consumers.

Detailed Chair Factory Studies

The first phase of this work consisted of detailed waste and cost studies at ten representative chair factories located throughout the United States, east of the Mississippi River. Briefly, the methods employed in these studies were to tally into the factory certain lots of lumber by species, by thicknesses, and when possible, by grades. The individual lots were kept entirely separate from all other material until the final dimension stock form was

*Delivered at twentieth annual convention National Hardwood Lumber Association, Congress Hotel, June 23.

*In charge Section of Industrial Investigations, Forest Products Laboratory, U. S. Forest Service, Madison, Wisconsin.

reached. The total amount of rough lumber included in the various lots was 294,000 feet b.m. consisting of oak, walnut, beech, birch, maple, gum and chestnut.

The grades of lumber were established by a competent inspector who was a member of the study crew. Material of many kinds from round edge mill run to square edge Firsts and Seconds was included. At some plants the lumber was very carefully kiln dried and at others scarcely air dried. Labor ranged from the cheapest to the highest priced and most efficient. Machinery in some plants was old and out of date and in others the very latest and most efficient. The finished products of the factories varied greatly from low and medium to high grade. All in all, the studies included a wide diversity of conditions and should, as a whole, be representative of average conditions throughout the chair industry.

Time records were also kept on all operations and labor costs figured. Finally, costs for individual lots were compiled which included material, freight, labor and overhead, with proper allowance for fuel value of waste.

Results of Chair Factory Studies

In brief, the results of these studies have borne out the contention of the Forest Service that it was not economical for wood fabricators to cut all of their small wood stock from lumber at the factory regardless of the grade of lumber; that in so doing they were using a high-grade mill product of a shape and size not particularly suited to their needs and reducing it to high-grade small products which could, in general, have been produced from a low-grade mill by-product; that needless expense was incurred for freight on waste and for the extra material required to produce 1,000 feet of small clear stock; and that storage space, overhead costs, etc., could be saved by the purchase of small ready-cut stock. With respect to actual figures these studies showed the following:

(a) The total waste at the cut-off and rip saws, based on the scale of the original lumber, varied from 19 per cent to 55 per cent.

(b) The amount of rough lumber required to produce 1,000 feet b.m. of dimension stock varied from 1,222 feet to 2,214 feet.

(c) The fuel value of the waste from each 1,000 feet of rough lumber varied from but 91 cents to \$5.54 while the freight on the factory waste from the mill to the factory cost from \$1.87 per thousand feet to \$8.74, or considerably in excess of the fuel value of the waste.

(d) Finally, the grand total cost of net cuttings over and above the market value of the rough lumber varied from 40 per cent to 174 per cent.

A majority of wood consumers are very progressive; they were not following this practice of cutting lumber into small stock at the factory but certain factors indicated to them that it was the best practice possible under present conditions. A single factor forms 95 per cent of the reasons for this; that is, the failure of the dimension producer to furnish reasonably well manufactured and properly sized material of the species ordered. A single example which cannot be said to be particularly exceptional will illustrate this point: 'Out of a car of 13,523 40½-inch clear oak back posts, 7,744 pieces, or 57 per cent, were so defective or so far under sized that they had to be rejected. The consumer, in this case, was one of the most reputable in the wood working industry.

Each of you can bring up innumerable examples where the consumer has not treated the manufacturer fairly in his inspection, in prices and in other ways. It is granted that the consumer must change his ways. The results of these studies will show him how he can change his practices of manufacture and buying providing the produce will meet him on even terms. It is one or the other's first move and the one which acts first will, as in other things, be the one who will profit most in the future.

Determination of Requirements of Chair Industry

The second phase of the work has consisted of the collection of accurate data on the sizes of all wood stock of the various species required by manufacturers in the fabrication of chairs of all styles and types. These results are now being worked up. Here it is found that the contention so frequently offered by both producers

and consumers, that a large number of sizes are used in such small quantities annually that it would be impossible to consider them as stable demands of the chair industry and, therefore, it is impractical to produce them in advance of orders or keep them in stock is not true. When these same statistics are compiled for each of the other secondary wood-using industries there is going to be a great overlapping of species required by all industries. Thus, a large majority of the so-called special sizes required for chairs will fit in with the more standard sizes of the species required by one or more of the other industries. Though the chair people might require only limited quantities of one size of oak stock, the case goods manufacturer, the automobile producer or the implement factory or one or more of the numerous other industries might want, in the aggregate, large quantities of this size and species.

The final result of this will work to the advantage of the producer, that is, he will not be burdened with the complexity or multiplicity of sizes too great to enable him to include them in his regular milling operations. Hairbreadth sizes are not going to be necessary. Accurate manufacture must be practiced and clear stuff produced but the sizes need not go to the smallest fraction of an inch as some consumers advocate. Considering all factors the dimension stock business is going to be a mighty profitable one in the future for the hardwood mill man.

Future Work

The Laboratory intends to continue this work until every industry is covered and until all work necessary in the manufacturing end of the industry is fully analyzed. Its present plans are to study the wood turning industry, beginning in July, as thoroughly and carefully as it has the chair industry. The second activity, beginning in early winter, will be detailed mill scale studies at hardwood sawmills. Naturally, the Laboratory wishes to obtain permission for such studies at those mills which are most typical of conditions existing in the several lumber producing regions. A survey to determine what mills will offer such co-operation and, in addition, are truly representative, will be undertaken in the fall. Besides furnishing the Laboratory with results of value in its study of the dimension stock problem the data obtained in these mill scale studies will be of immeasurable benefit to the sawmill operator.

Record of Dimension Mills

A third activity which we wish to carry on in conjunction with the other two is the compilation of a record of mills properly equipped to produce small dimension stock of good manufacture and quality. A record will also be made of the species which can be furnished and the condition of the stock—green, air-dried or kiln dried. The Laboratory intends to include in this record only those firms which can and will furnish dimension stock of the best quality. Mills of that character will be greatly benefited by furnishing the Laboratory with information of the character mentioned since it will be used in advocating more extended use of ready-cut stock in the industries.

Conclusions

This whole problem of ready-cut stock manufacture, distribution and use, is one which will require the co-ordinated efforts of manufacturer, distributor and consumer. Nevertheless, the results to be attained fully warrant the closest co-operation of all interested, since, undoubtedly, there is no better means of solving the question of disposition of low-grade logs, low-grade lumber, and sawmill by-products at a profit than through a small dimension stock business.

Official of Thompson Hardwood Company Succumbs to Illness

Cincinnati has lost another of its prominent lumbermen through the death of Charles Edward Spielman, secretary and treasurer of the Thompson Hardwood Lumber Company. Mr. Spielman's death occurred on June 23, two days previous to the passing of Max Kosse, president of the Kosse, Shoen & Schleyer Company. Mr. Spielman's death was the result of an illness which had confined him to his home for the past three years. The end had been expected for some time, and when it came his immediate family were at his bedside.

What Grade Standardization Means

By J. F. Hirt

Vice-President Forest Products Engineering Company, Chicago

In order that there may be clear understanding between individuals, peoples of nations and in industries the first fundamental requisite is a generally accepted and fully acknowledged code of expression. That is to say—a common language.

Standardizing nomenclature is the engineering term for establishing a common language or, common terms of expression. When an industry lacks this first fundamental principle, it is obvious that very little if any progress can be made, and this is the very condition existent in the wood-using industries.

The automotive industry, although one of the latest to spring into prominence, is already far ahead of others in the woodworking field, and the remarkable achievement of the motor car manufacturers can without question be credited, in no small measure, to the able pioneer engineers and their successors, with whom they surrounded themselves.

The wood-using industries have been waiting patiently, often despairingly, for the day when the manufacturers of the raw material they use would recognize the necessity for standardization of grades and sizes or multiples thereof which they could understand and which would more closely conform to their requirements. But they have been told that "it can't be done." The Lord Almighty grows the trees with all the variables which must be passed on to them.

No one will question that variables exist and we all agree that they are great, but we are not quite so willing to agree that they can not be reduced to conform to properly defined standards.

Variability Is Endless

There are variables and even variables of variables in the raw materials used in practically all our industries. The leather-using industries do not buy their raw material on a few vague and indefinite grade names without any identification marks. The variables here are reduced to the most practical and economical point by the manufacturer, who produces first and foremost to the particular requirements of the various industries using his product.

The greater the number of industries using one basic raw material the more complex are the variables that enter into the manufacture of that raw material, and though lumber is one of the most outstanding examples, practically nothing has been done in the direction of standardization. A No. 1 common board may be required to cut 66½ per cent clear, but this means nothing, because we do not know the use to which it will be put. It will cut clear according to the sizes and quality requirements of one or more industries.

In the past wood-using manufacturers have depended more on the reliability of sources of supply, whether manufacturer or dealer, than on grade descriptions to consistently secure such character of hardwood product as will meet their needs. This is a deplorable situation, and has continued to exist only because of the lack of concerted action either by a group of wood-using manufacturers or by the lumber manufacturers themselves.

Perhaps if the people of the United States had known that every time they bought a piece of furniture containing, say, twenty-five feet of lumber, they have actually been paying for more than seventy-five feet, this condition would not exist today. Not only this, but the cost of the skilled labor used in working up this waste is even more staggering.

Hoover, the Emancipator

When the Secretary of Commerce, Hon. Herbert C. Hoover, suggested to lumber manufacturers that their efforts be directed toward standardizing sizes and nomenclature, determination of a system

of grade branding and other means for affording protection of the public, he may not only have known more about these conditions than the dissenting minority would lead the public to believe, but he has actually prepared and laid a foundation for the emancipation of the lumber industry, which will soon be productive of noteworthy economies to all concerned. The problem should, however, not be considered a mere routine chore; it will take years to establish an efficient grading system and, in addition, the requirements, just as in other industries, will change from time to time as old, stabilized products are eliminated from manufacture and as new ones are added. The establishment of clearly defined grading rules will only be brought about by giving equal consideration to the available supply of timber and to all the finished products manufactured therefrom.

It is evident that mill cuttings will need to be as near clear and usable as it will be found practical to make them. On the other hand, there is at least one serious objection to the manufacture of dimension stock. Dimension stock is not yet successful, because there is no simple, practical method of kiln drying it in use. Every board produced will usually develop some end checking, as the inherent moisture leaves it and the resultant shrinkage takes place. Consequently, the longer the board the less waste in per cent of the whole will result from end checking. This problem therefore must be taken into careful consideration until such time as it may be found more economical to dry lumber scientifically green from the tree.

Only a Few Equipped for Dimension

There are only a few large manufacturers who can at present hope to profitably manufacture dimension stock according to recently established practices, and these few must undertake and succeed in proving to wood users the merits of this stock through more disinterested channels than their own organizations.

If we want to consider dimension stock as making not only one unit piece but any number of multiple units, then the term will fit our new grading system to a considerable extent, but it would again be a general term leading to more confusion and therefore should be avoided in the interest of standardizing nomenclature or grade terms.

In order to establish a grading system that will be of real tangible value it will first be necessary to prepare the following data:

Essentials of Scientific Grading

1. Make a complete engineering product analysis of all articles made of wood in all industries.

This will consist of:

- A. Dissecting each article into unit parts.
- B. Classification of all parts according to the kind of wood and dimensions.
- C. Tabulation of manufacturing operations performed on each part and in the sequence in which they are performed.

The purpose of this engineering analysis is: first, to determine accurately the raw material requirements of all the wood-using industries, and, second, to determine the labor that will be saved by a proper grading system.

2. Standardization of sizes:

A. According to products of the various industries. This can be accomplished through enlisting the cooperation of architects, designers and construction engineers.

B. According to the available timber supply, for not until the requirements of the wood-using industries are known can they be intelligently filled.

(Continued on page 23)

Picture of the Washington Conference

Resumé Taken Directly from Official Transcript Covering Complete Proceedings of Four-Day Conference at Washington, Called to Work Out the Hoover Program

There are just two kinds of persons who may clearly visualize the deliberations held at the famous Washington conference, May 22-26. The first must have actually attended the conference and the other must carefully read the official transcript of the proceedings. This conference is now a matter of history several weeks old, but the story has been only half told, or recounted in such a way as to lead to no definite conviction.

The preparation of this resumé is something about which we do not desire to boast. The necessity for presenting such a picture was apparent prior to our last issue and the material duly gotten together after several diligent readings of the entire manuscript. The tremendous pressure for space in the June 25 issue, however, precluded the possibility of using this resumé at that time, and possibly its presentation in the current issue will be most effective because it thus will immediately precede the second conference to be held at Madison and Chicago the middle of the current month.

There has been, and still undoubtedly is, considerable confusion as to the significance of this meeting, and by whom and for what it was called. It is the direct result of an address by Secretary of Commerce Hoover before the recent Lumber Congress at Chicago, evidencing pointed, and possibly very significant interest in the lumber industry, which lead to mutual expressions of desire for an official conference with the department at Washington.

Through the existent machinery of the National Lumber Manufacturers' Association, the parent body within the lumber industry, made up of regional associations represented by authorized delegates, the call for this conference was organized as provided in the following resolution, adopted at the lumber congress:

Whereas, the Honorable Herbert Hoover, Secretary of Commerce, addressing a meeting in Chicago, April 4, 1922, of members of this association and others, requested its assistance in giving protection to buyers and users of lumber by encouraging the observation throughout the lumber trade of definite standards of grade and quantity; by promoting the adoption and recognition in practice of standard sizes and grades, the comparative lack of which creates confusion * * *, Secretary Hoover stated he would welcome the appointment of a committee of representative lumbermen to come to Washington to confer with him concerning these matters, and of the appointment of such a committee he was assured. Therefore, be it

Resolved, that the President appoint such a committee to consist, in number, of not less than one member for each regional association and to include also such others as may be appointed after consultation with the Secretary of Commerce.

Hoover Is for Industrial Self-Rule

Thus the movement emanates from a desire on the part of Secretary Hoover to establish within the lumber industry a thoroughgoing, self-government in line with standardized and ethical practices, which it is his desire to institute in all of our major industrial bodies.

It is the purpose of this resumé to give a clear picture of exactly what transpired that specifically interests the hardwood end of the lumber industry and those manufacturing units consuming hardwood lumber, and, further, to present analyses of other discussions of a broad general interest inclusive of hardwoods as well as other forest products. It is evident from the transcript of the proceedings that the meeting was, as might well be expected, largely softwood, but this is merely by reason of the fact that it was the sole purpose of the secretary to bring in all groups and secure a truly representative body of the entire lumber industry.

No political considerations concerned either with the trade or national politics were involved in the call for the meeting, the large representation of softwood men being purely the result of the natural predominance of softwood within the lumber industry.

A careful perusal of the document reveals to an unbiased mind a consistent attempt to have the conference truly follow the sug-

gested lead of Secretary Hoover, and present to the public through him and as operating through the agency of the National Lumber Manufacturers' Association, the conclusions of a unified industry. It is patent from all discussions that the purpose of the preliminary conference was purely and simply to proceed as far as possible with such questions as would have national significance as related to all branches of the industry whether hardwood or softwood.

It further seems quite apparent that it was the intention of the guiding spirits in this movement to proceed with any question only up to that point where a fair unanimity could be reached and to there stop, postponing for more conclusive action on the part of the respective interests involved, such questions as could be best worked out only by those interests operating separately after the first general conference.

Blodgett Sounds the "Keynote"

The keynote address was delivered by John W. Blodgett, president of the National Lumber Manufacturers' Association, who presided throughout the sessions. To quote from his address:

"We fully understand, Mr. Secretary, that it is your view that the solution of those problems rests upon those concerned in the industry and that you simply tender the facilities and knowledge which your department has gathered to aid us in the task. The lumber industry is in full accord with your policy of business conservation and of accomplishing this end according to the lines laid down by our President of more business in government and less government in business. We are here, Mr. Secretary, from every section of this country where lumber is produced in any quantity.

"We do want you to know, however, Mr. Secretary, that the lumber manufacturers of their own initiative have taken many constructive steps toward protecting the consumer. But we fully realize that the results of this conference will have much greater weight and prestige because they are produced under your leadership and approval."

It thus becomes evident from the outset that from the standpoint of the National Lumber Manufacturers' Association, the ranking agency in this lumber movement, the purpose was to truly represent the industry in its entirety.

In his answer Secretary Hoover said it was the purpose of his department to assist by bringing the different trades together and to give such expert assistance as possible, adding, though, that in that point the department would make reservations because "We all know that the real expert is the producer himself."

He said:

We can give to the work which has been outlined a certain amount of moral backing that will be of assistance to you in carrying through whatever you may decide is wise.

To quote further:

Now, the problem that we are here to discuss is one of most fundamental importance. One of the difficulties of our whole national economic system is the expensiveness of our distribution. And these questions that we are going to discuss here, practically all of them, are distribution questions: the guarantees of qualities, the simplification of dimensions, the grading of lumber, all of them, are steps in advance towards reducing the cost and the wastes in distribution. Every time we can take a penny off the costs of distributing a commodity, we have made that much more of the commodity available to that many more persons. In other words, the whole standard of living of the American people rises directly with the cheapening of its production and its distribution. The more people that can have the commodity, the wider area that is served, the more people get the benefit of the commodities, every time we reduce the cost.

Further quotations from the Secretary's address, as outlining the specific program involved, are:

My understanding is that we are going to discuss lumber. When we come to questions of grading, the first thing that one runs against is the nomenclature—of the actual names that are in use for different commodities, and different qualities or standards of that commodity. So that a primary necessity is to have some agreement on the terms that are going to be applied. Now, I realize that this is a trade that has an enormous variety of material, so that a designation of terms must start with some common acceptance of the designation of a particular type of wood—it is either pine or hemlock, or it is something else. And the primary custom of the trade is a definition of lumber on the basis of species, in which there is some variance that needs to be corrected by agreement as to what species the lumber really is by way of trade name.

We are not involved here in discussing trees and their origin; it is purely a question of terms in the trade—trade terms.

And then we come to the quality of any particular species or any general variety that we have determined upon. And there is a wide variation there. Some lumbers are designated by clears, and other qualities, whilst others have other nomenclature, and we ought to have the same terms, if that is possible. So that those are questions of terms, of nomenclature.

Then we come to the questions of guarantees. As to how, after lumber has been divided on any such basis as we may determine as to its nomenclature, how the public is to have any assurance as to what it gets. And there we have to enter into the problems of inspection, and certification, and markings, or other devices that might be developed to give some assurances to the consumer. And I do believe it is infinitely in the interest of the industry as a whole that we should set up, if it is possible, some sort of a system that will result in a practical guarantee. I confess that is a matter that you will have to find a solution for, if it can be found, as I have but little useful suggestion to make. But these guarantees are fundamentally one of the greatest eliminations of wastes that could be made in the industry: in the elimination of litigation and dispute, and in the better education of the public which can follow as to the best grade adapted to certain purposes, etc., etc. But it is hopeless to get through with that end of the program, unless there is some pretty well defined assurance to the public that the grades, qualities and so forth, are going to be as represented.

Now the third branch of the discussion is that of simplification; simplification of dimensions and other items that make for economy in both production and transportation and distribution. The difficulties, of course, are very large, more especially as there are some forty thousand sawmills in the country, and hitherto, in our examination of these questions and in the actual processes of securing simplified practice, we have found that the first thing fundamental to it is some kind of a survey to know how many varieties of dimensions, and sizes, and so on, there are in the different breeds of the commodity, and we have made the most successful approach to that problem hitherto, not by setting up positive sizes so much as the elimination of a great number of sizes for which there is but comparatively little call, or of comparatively little importance. However, that is a matter that has to develop in the trade, as to the method by which the problem can be approached.

The Attitude of the Government

To illustrate the significant point behind this call and the possible attitude of the government in relation to the industry, it might be well to quote from this same speech of the Secretary:

I would like to make this general observation, that there has been agitation in the lumber trade, or amongst the public, for the last twenty-five years for some kind of government inspection, government grade and government control of that type. Some of the branches of the lumber trade themselves have recommended courses of that order.

My own feeling is that if we can develop these things through the internal machinery of the trade itself, as a matter of self-government in the trade, that we will have secured infinitely better results, and we will have secured something even more fundamental than that, and that is the sense of self reliance in the American people.

I do resent this attempt to extend the arm of the government into every direction, and it is my belief that we have reached the point in the development of our commercial fabric where our grades can be assisted to establish such basis of existence in matters of this character as to make it totally unnecessary for the government to have any exercise whatever. The trades can do these things infinitely more efficiently than government can do them.

Following the great applause which the Secretary's remarks brought forth, the chairman invited representatives of the various regional associations present to present their views, the first being Secretary J. E. Rhodes of the Southern Pine Association.

W. T. Murray, chairman of the grading committee of the Southern Pine Association, then spoke briefly regarding the application of southern pine rules. A significant paragraph in his remarks as bearing on the contention that the meeting was packed with softwood men to over-ride the hardwood element, is as follows:

I haven't any decided views as to how to proceed in this matter. I feel that the hardwood people have a different problem than the others have, on the matter of entering into grade marking.

Sherrill Makes a Statement

Following Mr. Murray there were several other softwood men, C. H. Sherrill of the then American Hardwood Manufacturers' Association being the first of the hardwood men to speak. His remarks were as follows:

Mr. Chairman, I did not expect to be called upon for any information. Unfortunately, we are not so favorably situated, I think, in coming to definite conclusions with regard to a general settlement with respect to standard specifications and the measurement of hardwood lumber. Our industry has been divided into different organizations—unlike the yellow pine and the Pacific Coast interests. We have our organization known as the National Hardwood Lumber Association, and until a few months ago we were operating the American Hardwood Manufacturers' Association. There is also a northern hardwood manufacturers', known, I believe, as the Michigan and Wisconsin association. That is not the proper name for that association, but it describes the locality in which they operate.

As the lumber world and the public generally know, the American Hardwood Manufacturers' Association was unfortunate in having been called to answer by the federal government for a violation of the Sherman anti-trust law. We who were brought into court on that subject felt at that time, and still feel, that our efforts were strictly within the law. The highest court had spoken, and there were some features of our operation and management that were not indorsed, and for several months past we have been waiting for a final answer and have necessarily been forced to be inactive in our efforts.

During this period of time we tried to keep intact our rules and recognize the American Hardwood Manufacturers' Association rules, which by our agreement were, at the time this case was brought into court, practically the same as the National Hardwood Association rules. We are just now in the situation of trying to get ourselves settled on a course of activity

which will be strictly beyond suspicion and absolutely in accordance with the Sherman anti-trust law, and also to invite and to have the recognition and endorsement of the public at large. Very soon we hope, as the American Hardwood Manufacturers' Association, to get ourselves reorganized in strict conformity with these laws, but today, with a very few supplements that we made a short time ago in the National Hardwood Manufacturers' Association rules, we are using the same rules.

I believe I express the opinion and the judgment of the best interests of the hardwood industry when I say that we are not fighting each other, but that the brains of both of these organizations are earnestly endeavoring to find ways and means by which we can get together in accord and sit at the same table on the question of inspection rules and measurements of hardwood lumber. I believe the time is close at hand when that will be the case.

And I believe I further express the sentiment of the personnel of both these organizations when I say that we are most anxious to arrive at a conclusion that will give to the public at large a simple set of rules to control the handling of our production. I do admit that there is great room for improvement, but when we can once sit down together and simplify our rules and make them so clear and simple that the public can easily comprehend them, we will to a very great extent eliminate the complaints that may have been offered in the past with respect to handling our production.

We must all admit that there are many complications that face the hardwood manufacturer that do not face the yellow pine industry or the Pacific Coast industry, because of the fact that they manufacture one wood only, whereas we have many varieties and species in the hardwood industry, and each of these goes in large measure to different consuming elements. Therefore our contentions multiply and multiply by a hundred. I might say, in comparison with those of other industries. Therefore our problem is a greater one than these other representative bodies have. And yet we are willing and anxious to cooperate in every way we can to find a solution that will be practicable for the questions that are before us today, which are causing complications and will continue to cause them until we are able to simplify our inspection rules.

Chairman Calls Mr. Saunders

Following Mr. Sherrill's talk, the chairman called upon W. L. Saunders, representing the Michigan Hardwood Manufacturers' Association with headquarters at Cadillac, Mich. Mr. Saunders spoke as follows:

Mr. Chairman and gentlemen, I think that our industry is very easy to line up on the proposition of standardization and marking of grades and so on. While we have many kinds of wood, there are really only five grades, which certainly are none too many.

So far as the standardization of grades is concerned, I can not see, after forty-five years of practice, how it is easy in a short period of time to benefit by any changes that might be suggested. I think the grades are well defined and are recognized in the trade. Sizes and thicknesses of hardwood are governed wholly by the demand. The width and length of a board is determined, in the hardwood trade, by what the log will produce. Hence sizes should not be considered, I think, in anything that might be suggested.

I do not think that grade marking would be at all objectionable to our membership, both as to Wisconsin and Michigan, excepting possibly in the lower grades. For instance, take what we call No. 3, which is the low end of the log and is generally conceded to be from 25 to 35 per cent of the entire product. That goes almost entirely into one class of work and can not in any way be juggled. We would be opposed to going to the expense of marking anything of that kind.

As to the better grades, firsts and seconds, that is an easy proposition. We have our No. 1 common and No. 2 common, and our selects, and we have our hemlock. Those things are all easily taken care of, and we join with the majority of the building trades production, whatever they decide, whatever their sizes may be. Two-thirds of Michigan's hemlock is put out on a quarter of an inch off basis.

I think that covers our proposition. We will do anything that the majority of the softwood people want to do. We are in favor of standing by the established grades now in use.

Immediately upon conclusion of Mr. Saunders' address, Secretary Hoover indicated the broad scope of the conference with the statement that "We have invited the representatives of the larger consuming trades to meet with you later in the week for the purpose of getting at just the point you make. To see if we can simplify the demand and thus simplify the production."

Convention Hears from Mr. Taylor

The chair then called upon Horace F. Taylor, president of the National Hardwood Lumber Association, who spoke as follows:

Mr. Chairman, Mr. Secretary and gentlemen: While I am on my feet I want to take the liberty of voicing what I am sure is the sentiment of every man here, that we very deeply appreciate the position of Secretary Hoover in connection with these matters. He has spoken to us, and he has shown a businesslike, sound point of view. Not only that, but he has shown a vision which promises well for the future of American business, with his assistance.

I think I am right in saying that the delegation from the National Hardwood Lumber Association has no chairman, so I am assuming to speak for the association, and particularly for the large number of producers within its membership.

As most of you lumbermen know, we have already gone a long way in the standardization of hardwoods. In fact, I might say that standardization is now a fact. There is only one set of official rules, and I feel it is safe to say that 95 per cent of the lumber that is shipped today, as to hardwoods, is shipped according to specifications and rules of the National Hardwood Lumber Association.

Those rules have been the result of twenty-five years' development, and they have now reached the point where in the wisdom of our 1,450 members—I think we have that number—the minimum of change is made each year. We have reached the point where we think that stabilization is the thing, rather than change.

We have, Mr. Chairman, not only been successful, I think, I may say modestly, in establishing these rules and having them widely recognized, but we are about to go a step further in the work of the National Hardwood Lumber Association, and that is in the presentation of a general sales code for hardwoods. That goes a step further than the mere application

of rules and regulations, because the purpose of that sales code—which will be considered at our general meeting—will be the standardization of a method of buying and selling hardwood lumber, eliminating uncertainties as to terms, and as to practice. We are not attempting to foist something new upon the industry, but simply to codify the practices which are now approved.

I might say just a word about the matter of grade marking of hardwood lumber. If grade marking of hardwood lumber is a thing to be done, I have no doubt it will be adopted by the hardwood lumber producers. I think it is a serious question, however, whether it is practicable in connection with hardwoods, as it might be in connection with softwoods. I believe we go further, Mr. Chairman, than the mere marking of grades on each piece of lumber, in the fact that when it is inspected and the certificates issued it bears the guaranty of the association, that, within reasonable limits, the inspection will always hold out. It is a simpler process, a more practicable process, and meets with no objection from any branch of the industry.

I do not know that I have anything further to suggest in connection with the hardwood branch of the trade. Relatively the volume is not anything like that of the softwoods, but the relative value of the hardwood business is large. I believe Mr. Sherrill and Mr. Saunders have already indicated to you the fact that the single standard of rules to be followed in shipments is a long step in advance, and if we can make our experience in the establishment of that situation of value to any of the rest of the industry we are at your command.

Then followed reports from other softwood delegates, during which there was considerable discussion in the matter of grade marking, A. C. Dixon representing the West Coast Lumbermen's Association, stating that his organization has discussed the possibilities of grade marking from several angles. In this connection he said:

I think those that do not come into the plan for any other reason will be brought in by the picture of this department of the government with an outspread wing and some other departments of the government with cloven hoofs and forked tails. And if nothing else brings us in, we will welcome the opportunity for once in our history to be apparently in accord, in our own minds, and in the minds of the public, with the government departments.

There is the fear on the part of some, who I think have been studying the situation carefully, that this is another move to get more government in business. For that reason I was very glad for the way in which the secretary this morning voiced his desire with respect to that idea, and I think the carrying home to our members of his very plain expression on that line will make the situation with us practically unanimous.

Full Conference Suggested

After Mr. Dixon's talk the president introduced consideration of further methods of procedure, Edward Hines, of Chicago, making the following observation:

Mr. Chairman, I feel that right after lunch we should go into a session of the full conference of the lumber industry as a whole and see if we can not agree upon certain principles, and then divide up the hardwood and the softwood interests, and each industry work out the details. I think the industry as a whole ought to try to go on record as a body first as in favor of trying to accomplish something along certain principles.

I offer that as a resolution, if it is in order, that immediately after lunch the lumber manufacturers that compose this body go into a session of the full conference for the purpose of trying to work up certain principles, as suggested by the secretary.

Opposition to General Meeting

There was considerable discussion on Mr. Hines' resolution, A. W. Cooper of the West Coast making the observation that it would "expedite matters if we can have these committees meet first and put something tangible before the general meeting."

To which Mr. Hines rejoined that "I do not think we have discussed the question sufficiently. We have only called upon possibly one-half the association and they must not have felt as free to discuss this matter of consolidation with the members of other associations as they would with the opportunity for more extended discussion."

"I still think there are certain fine principles that this industry owes to the public. * * * If we can adopt and agree on certain principles, all the associations, the hardwood manufacturers may have some details that will differ from the pine association. I think as a body of lumber manufacturers we can agree, after some discussion * * * on certain principles."

Mr. Hines mentioned that he was really in a peculiar position as his manufacturing operations include northern pine and hemlock, southern yellow pine, hardwoods, wholesale interests and extensive retail interests.

Palmer Wants Separate Committee

On the president's calling for further remarks, Earl Palmer of Memphis, Tenn., representing the National Hardwood Lumber Association, said:

Mr. Chairman, it seems we are all busy people. Our time is probably needed at home, and to just come together and give pledges to each other of our extreme honesty and fairness of purpose would hardly be conserving our valuable time.

We practically agree with everything that the secretary was kind enough to tell us today. There was no dissenting voice, and to call the whole membership of the conference together again just for the purpose of agreeing to it does not appeal to me as being logical.

If we can get these committees arranged and get down to the work of the conference we will certainly make better time than by getting together and promising ourselves how honest we are going to be in the future.

A. C. Dixon rejoined as follows:

Mr. Chairman, we have almost got to come together in a general meeting in order to appoint these committees in the first place. Certainly we can not sit here and appoint them.

I do not want to start an argument with the gentleman who just spoke, but there are a lot of things to be done besides getting together in a mutual admiration society and making promises to each other. On the matter of standardization alone we have a tremendous lot of work to do to harmonize the difference in sizes, and, if possible, eliminate some of the unnecessary sizes. That thing alone will take a lot of time of this body rather than of the committees. I am very strongly in favor of that motion.

After considerable discussion J. C. Wickliffe, apparently unattached, observed that there are certain subjects of interest to the softwood men in which the hardwood men would take no part and vice versa, and observed: "I think the best progress will be made if the meeting divides into two sections, one softwood and one hardwood, to select the committees suggested and proceed along the lines indicated."

This was offered as an amendment to the resolutions, following which D. N. Winton, of Minneapolis, made the following observation:

Mr. Chairman, I feel we are making history here today, and before we start we ought to get together around the table and talk it over. I think we ought to have one meeting of the hardwood men and the softwood men, of the lumber industry as a whole. For that reason I think it is a mistake to split up this body at this particular time. I am opposed to it; I think it is wrong.

The amendment was briefly discussed further and being put before the body was declared lost, while the vote on the original motion was duly put and carried.

The meeting thereupon adjourned for luncheon, reconvening in the afternoon in the New Willard Hotel. It subsequently transpired that adjournment to the hotel was the result of a misunderstanding, readjustment being taken shortly after the afternoon meeting convened to repair back to the Department of Commerce building.

Durgin Opens Afternoon Meeting

Mr. Durgin, chief of division of simplified practice of the Department of Commerce, reoutlined the three proposals made by Secretary Hoover looking towards simplified practice in lumber as involving:

(1) Nomenclatures; (2) Grading and quantity; (3) Dimensions.

He stated that following the practice in similar efforts in the same groups, the idea is to bring in a broad representative body for preliminary effort, from which it is expected to get a small committee to carry the full weight of the group behind it to carry on. He expressed the belief that the industry had undoubtedly studied all three divisions to a considerable extent and already accumulated substantial data and he offered the best offices of the department in assisting in further carrying on that movement.

He offered for the government such functions as seeing that the report of such committee as might be appointed be considered by every group interested in the subject, and to call together a second conference for consideration of any given report where "any American group that has any right to be heard shall have a full voice."

Government Will Back Program

"If your survey has been so thoroughly made; if your arguments are so cogently presented that you can convince such a conference that the report covers matters definitely to the personal advantage to the individual as well as to the advantage of the country, you will then get a unanimous recommendation that the practice be adopted."

"And it is only in event of such unanimous recommendation that the Department of Commerce can accept your action as its own. We will be very glad to accept a unanimous recommendation from the lumber industry on any one of these points, to publish it as our recommendation, listing the names of the men who unite in making the recommendation to us."

"After that recommendation has been accepted by the Department of Commerce we will be very glad to follow it up, and we will write to every individual concern, asking a letter of acceptance of this as standard practice. And after an interval of six months or a year we will ask them to tell us what percentage of their consumption has been according to the practice, and why it was necessary to depart from it as to such percentage of their consumption as may not have been according to that practice."

At this juncture the matter of reconvening in the Department of Commerce building came up, and this movement was duly made after which the roll call was taken, at which the following representatives of the respective associations were shown to be present:

W. L. Saunders, representing the Michigan Hardwood Manufacturers' Association; Charles A. Goodman, Edward Hines, repre-

sending the Northern Hemlock and Hardwood Manufacturers' Association; C. H. Sherrill, B. F. Dulweber, W. N. Ritter, representing the American Hardwood Manufacturers' Association; Horace F. Taylor, Earl Palmer, John W. McClure, representing the National Hardwood Lumber Association.

President Blodgett then re-enumerated the three points made by Secretary Hoover in the matter of suggesting committees for carrying on their work of investigation. He said that the lumber industry is on trial and has to make good and that the project is a greater problem than the public has any conception of by reason of the great variety of woods; various uses to which they are put, and the great variety of conditions surrounding their production. He said:

Of course we have got to meet with the consumers * * * but first of all we must reach conclusions and agreements among ourselves so that we can present to the consumers such agreements and the reason therefor.

After some general discussion of ways and means of proceeding, during which Mr. Durgin participated, Edward Hines presented a resolution favoring the manufacture of lumber in such sizes as will most effectively conserve raw material, adequately meet the needs of commerce, and be serviceable for what the lumber may be used; introducing the thought of standard sizes as far as practicable and consistent with conservation, distribution and utilization; recognizing the necessity for insuring the use of suitable lumber, standard quality and without waste and at minimum cost, and guaranteeing adequate protection so far as it is within the power of the industry to the consumer both in the matter of grade and quantity.

After considerable discussion this was referred to a resolution committee to be appointed later.

At the suggestion of Earl Palmer, of Memphis, representing the National Hardwood Lumber Association, the last paragraph of this resolution was extended to include at the end the words, "as in the past," this paragraph then reading as follows:

So far, therefore, as it is within the power of the lumber industry we undertake, through association grades and inspection, to protect the public by the protection, and wherever possible the guaranty of the integrity of the grade of our product and of the delivery to the buyer of the grade and quantity sold by the sawmill "as in the past."

The Controversy Regarding Separation of Hardwoods and Softwoods

The president suggested the appointment of the respective committees as covering the three subjects before the conference, suggesting further a caucus of ten minutes for the delegates. It was at this point that discussion of the possibility of separate committees for hardwood and softwood came in.

The discussion was opened by Eli Wiener, which discussion was as follows:

Mr. Chairman, would it not be well to have two committees, one for softwoods, and one for the hardwoods?

Mr. President: No; the committees, I would suggest, should be the same for the hardwoods and the softwoods. It may be necessary for the committees to divide into two subcommittees, or into different heads. It may be that there should be two heads, or two subcommittees, one head covering hardwoods, and one covering the softwoods, but each committee will have a representative from every branch of the industry here represented.

Horace F. Taylor: Mr. Chairman, as you perhaps know, the Hardwood Lumber Association has gone quite a ways on these subjects which the committee is to accomplish. In other words, as Mr. Durgin has suggested, we have already accomplished results, so far as these suggestions are concerned. Furthermore, the delegation from the Hardwood Association is rather small, and we have talked it over, and I think it would be better for the full delegation to be on each committee, as we have only one representative of some of the organizations, and he would represent it in that way.

The President: They will not have anything on the California Redwood Association, which has only one representative; and the California White and Sugar Pine Manufacturers' Association, which has only one representative; and the Georgia-Florida Sawmill Association, which has only one representative, and the Northern Pine Association, which has only one.

I wish the National Hardwood Association would take this up from a different standpoint. If they have accomplished all these things, then their problem is to get into touch with the others, and help them to solve it.

Mr. Taylor: We could not be of any assistance to the hard pine.

The President: We appreciate that, but you should have a representative on each of these committees, so as to help to bring in a unanimous report. If your plan was adopted, then every committee would consist of everybody.

Mr. Taylor: I don't think you get me, Mr. Chairman. My suggestion was that the consideration of softwoods be undertaken separate from the hardwood proposition. There is almost nothing in this program that is common between the softwoods and the hardwoods.

The Chair Pleads for a United Industry

The President: My thought was, Mr. Taylor, for the purpose of getting this into as simple a method as possible, and for the purpose of presenting as united a front as possible to the consumer—because when the consumer gets here he will represent the consumer of all kinds of woods, and my thought was, therefore, that these three general committees have on their membership a representative of every branch of the

industry that is here present. When the committee meets, if it thinks well to divide into two sub-committees, that is all right, if it chooses to do that, let them divide into two sub-committees, and have a sub-chairman, or vice-chairman, and let them meet separately, and if the hardwood section presents a united front to the full committee, their report will, of course, be adopted, and be made a part of the report of the committee. My thought was to have as few reports as possible, and have a united front, or as united a front as possible.

Earl Palmer: Mr. Chairman, I want to help the situation a little. We want to work with you agreeably, but when you put us on a committee with the Redwood Association that we are not familiar with at all, how is it possible for us to go into a meeting and offer suggestions as to something we do not know anything about? And we think, also, that when these gentlemen get on our committee, they could not offer intelligent advice to it about hardwoods. We believe when it comes to hardwoods, we are there with both feet, but we confess our ignorance on the softwoods. And we believe that our friends, with all due respect and courtesy to them, might be at a loss in the hardwoods committee.

The President: I appreciate what you say, but my thought was that when the committee met on these subjects, the unanimous recommendation of the hardwood section would be accepted, and the unanimous recommendation of the other section would be accepted, so that there would be just one report made. It might cover several heads. It necessarily must. I am simply advancing this as my own suggestion, for the simplification of the proceeding. If this body has any other thought or view, they are in control and can govern.

Mr. Palmer: We will be very glad to defer to those softwoods men on names, or anything that they would know anything about; and on the same basis, when we talk about hardwoods they will support us. That is my thought, if we were going into a committee.

The President: That is my thought in a nut shell.

Mr. Palmer: There is no need of going into a committee to do that. We will deliver the goods.

The President: Gentlemen, the chair is ready to entertain a motion looking towards progress in some direction.

A. C. Dixon: Mr. Chairman, just as a practical matter, my understanding of your suggestion is this: That there be three committees, each committee to have on it representatives from the various associations, so far as the membership present will permit it; that each of these committees have two heads; that each will work out its own problems, and that each committee will come in with a united report, one on hardwoods, and one on softwoods; isn't that the thought?

The President: I thought that is the way it would take. I did not intend to make it obligatory to divide it into two sections, unless they saw fit to do so.

Mr. Dixon: It looks to me as if the suggestion of the President is a proper one, and that will result in three reports, rather than six separate reports coming in. And I, move that with the word "may" in there, instead of the word "shall," that that be the order of business.

W. B. Mack: I second that motion, Mr. Chairman.

The President: You have heard this motion, gentlemen. As I understand it, I suppose you intend to incorporate the suggestion that I made a few moments ago, and that is that a recess be taken for ten minutes, and during that time the regional associations caucus, and then present to the association the names of the men for these various committees. Are there any further remarks?

Should Handle Basic Problems as a Whole

W. T. Murray: Mr. Chairman, I don't know whether we are getting off on the right foot in trying to differentiate the hardwoods and the softwoods, or not. Manifestly the Secretary of Commerce intended to call in all wood producers, and his program for standardization did not contemplate California redwood or cypress, or hard pine, or yellow pine, or any other kinds of woods coming in and trying to establish themselves on any different standard than that which it is desirous of being worked out. I don't see any reason why the hardwood manufacturers—and I am a hardwood manufacturer, and a member of the Hardwood Association—I do not see why they could not agree with the same principles, and why they could not go along on the program, so far as the sizes are concerned. While half of the hardwood is shipped rough, there is some of it in finished sizes, and that is manufactured all ready for use, and that is very much in harmony with the finished southern pine, and with the west coast woods. I don't think we should send out two committees, but they could meet around a table, and try to arrive at some standardization. Certainly the hardwoods need standardization more than the softwoods, and I speak advisedly, because I have had experience with both.

Mr. Murray: The thought I was objecting to was that we bring in two reports, one on the hardwoods, and the other on the softwoods. I think there should be one report.

Edward Hines: Is it not a fact that the questions here are of interest to us all? We are manufacturers. The questions, or some of them, are identical. In the first place, the practices are alike, in many respects, in hardwoods and softwoods, and, therefore, on the question of nomenclature we could act together.

And the next question is the protection of the public. That is a question that is identical in hardwoods and in softwoods.

Now, the next question—and there are only three questions—is, why is it not an opportune time, even if in the past we had different sizes, why is not this an opportune time to see if we cannot harmonize and get together and agree at this time. It seems to me the secretary this morning made that very clear, that he wanted it taken up as a whole. Now, if we have separate committees we cannot get anywhere. I am in favor of Mr. Murray's suggestion. I am in favor of the president's suggestion. He has been in consultation with the secretary, and knows what the secretary desires, and what his views are, and I think we should be guided largely by the chairman's suggestion. I believe that in 90 percent of the cases, the questions of protection of the public, and the matter of principles and ethics in hardwoods, and pines and fir, are identical, absolutely. And the only place where there is any difference is in sizes, and I believe we can consider that, and that can be considered together, because as we go along evolution takes place. It is only a matter of detail. I would like to suggest a motion, if it is practical, that we adopt the president's suggestion and proceed to work.

Mr. Dulweber: Mr. Chairman and gentlemen, on behalf of the American Hardwood Manufacturers' Association, representing hardwoods exclusively, I want to endorse all that Mr. Hines and Mr. Murray have said. We agree with the program here, and believe it can be worked out satisfactorily in that manner.

Hoover Wants United Program

The President: I want to say, as far as the mind of Secretary Hoover is concerned, there is no one who knows his views and ideas on this great plan of simplification as well as Mr. Durgin, who is with us now, and who is the head of the department of simplification of practices in the Department of Commerce, and I am going to ask Mr. Durgin to give us a little light on that subject.

Mr. Durgin: Gentlemen, we agree that this is a matter for the committees to work out. I want to emphasize that. And we want the committees to work it out on their own lines. I agree with what has just

been expressed. We are thinking of this matter from a national standpoint; we are thinking of it from the standpoint of the man who builds a house. If you are going to have one standard, then work that out. I do not know very much about your names. I come from a different field. I have been dealing all my life with kilowatts. I don't know whether you know what a kilowatt is; I doubt whether you do. And along the same line, I don't know what common and clears are. You have got to get down to simple terms that mean something, if you expect to have the confidence of the nation upon this movement. Now you tell us that the hardwoods are different from the softwoods; that they were different from the softwoods from the time the seed was planted. Of course, they were, but they have a good many things in common; they both come from a tree, and they start out with something unified, and we want you to have something unified, and that is the point of view that the secretary is trying to get over. He is trying to get these big things as units, and not in three or four camps, squabbling as to which is the most important.

Hardwood Men Differ on Perfection of Rules

John W. McClure: Mr. Chairman, may I speak a few words for the hardwood industry? I understand from Secretary Hoover in his opening remarks that it was not the purpose of this department to upset or destroy anything that had been adopted and accepted as universal practices. Now, I think we might as well recognize the fundamental differences between hardwoods and softwoods which have grown up in the trade. The conduct of the business is different, and the customs in the trade are different, and the National Hardwood Lumber Association has been working for twenty years to solve the very problems that Mr. Hoover has presented. We believe that we have solved those in a way that is acceptable to the trade, and we do not believe we can do anything to harmonize our standards with the softwoods standards, without its disrupting our standards which we have acceptably set up, and which have been accepted in the trade. And it seems to me that we should be naturally together. Now, it would be all right to put the reports together, putting the hardwoods report separate from the softwood report. I think it would be wrong from the very beginning to do anything which would upset the hardwood standards which have accomplished practically in a universal way the things mentioned here, and I believe the consumers will uphold us in what we have set out to do.

The President: I think it is your duty to help pull the rest of the industry up to the point which you have reached.

Rules Not Scientifically Built

Mr. Dulweber: Mr. Chairman, the southern hardwood manufacturers, and the manufacturers from the Appalachian field do not feel that we have reached perfection. We feel there is much use for improvement in the field. And we aspire to the same position that exists in the yellow pine and the other fields of the industry. The fundamental difference between the yellow pine and the hardwood situation, and the manufacturers of all other lumber, is that in these other branches, the manufacturers, with the advice of the consumers have, from time to time, made their rules, and those rules have been formulated with the view of answering particular requirements, so that today in the different branches of the industry, while there is a little difference, still you have minimized the waste, and still have done the country a great deal of good. In the hardwood industry that is not true. Our rules have not been built up scientifically. They were not made by the manufacturer; the manufacturer had but a small voice in those rules, and we think this is the time to get into line with the other manufacturers, whether redwood, or yellow pine, cypress, or what not, and standardize our situation as closely as we can.

The President: If there are no further remarks—
Mr. Palmer (interposing): Mr. Chairman, I would like to get in there a statement in reply to the statement as made that the rules were not made by the hardwood manufacturers. The hardwood manufacturers' association is composed of about 1,500 manufacturers. And the consumer has met with us and worked out these rules. As to the grades, if that means selling less than an inch for an inch, the Hardwood Association has not done that. But otherwise we have stabilized and standardized as possibly the product for no other market has standardized; and in addition to that we have established a system for inspection that is recognized all over the country. We are well established. The trade is well established, notwithstanding the remark made by the gentleman who last spoke.

(Calls of "question.")

The President: I will put the motion. Those in favor of the motion as made by Mr. Dixon, of the West Coast Association, will indicate it by saying "aye." Contrary "no." The motion prevails. A recess will be taken for ten minutes, and the various regional associations will then report back to the secretary with their nominees for the three committees.

The Committees Are Announced

On reconvening after the ten minute caucus, Secretary Compton announced the following committee:

1. Committee on Nomenclature.
 - M. B. Nelson, of the Southern Pine Association.
 - K. H. Koehler, of the West Coast Lumbermen's Association.
 - L. S. Case, of the Western Pine Manufacturers' Association.
 - W. R. McMillan, of the California Redwood Association.
 - R. E. Danaher, of the California White and Sugar Pine Manufacturers' Association.
 - J. Ray Arnold, of the Georgia-Florida Sawmill Association.
 - W. L. Saunders, of the Michigan Hardwood Manufacturers' Association.
 - J. Ross McNeal, of the North Carolina Pine Association.
 - H. C. Hornby, Northern Pine Manufacturers' Association.
 - Edward Hines, Northern Hemlock and Hardwood Manufacturers' Association.
 - H. B. Hewes, Southern Cypress Manufacturers' Association.
 - C. H. Sherrill, American Hardwood Manufacturers' Association.
- The National Hardwood Lumber Association has made no designation for this committee.

For the second committee on guarantees of quality and quantity, including grade marking, the following designations were made:

- J. W. Martin, Southern Pine Association.
- A. C. Dixon, West Coast Lumbermen's Association.
- E. H. Polleys, Western Pine Manufacturers' Association.
- W. R. McMillan, California Redwood Association.
- R. E. Danaher, California White and Sugar Pine Manufacturers' Association.
- J. Ray Arnold, Georgia-Florida Sawmill Association.
- W. L. Saunders, Michigan Hardwood Manufacturers' Association.
- Thomas O'Berry, Northern Pine Association.
- H. C. Hornby, Northern Pine Manufacturers' Association.
- Edward Hines, Northern Hemlock and Hardwood Manufacturers' Association.

H. B. Hewes, Southern Cypress Manufacturers' Association.
W. M. Ritter, American Hardwood Manufacturers' Association.
The National Hardwood Association makes the same announcement with reference to this committee.

The third Committee on Simplification and Standardization was as follows:

- W. B. Mack, West Coast Lumbermen's Association.
 - Howard Jayne, West Coast Lumbermen's Association.
 - J. P. McGoldrick, Western Pine Manufacturers' Association.
 - W. R. McMillan, California Redwood Association.
 - R. E. Danaher, California White and Sugar Pine Manufacturers' Association.
 - J. Ray Arnold, Georgia-Florida Sawmill Association.
 - W. L. Saunders, Michigan Hardwood Manufacturers' Association.
 - Charles Hill, North Carolina Pine Association.
 - H. C. Hornby, Northern Pine Manufacturers' Association.
 - Charles A. Goodman, Northern Hemlock and Hardwood Manufacturers' Association.
 - H. B. Hewes, Southern Cypress Manufacturers' Association.
 - R. F. Dulweber, American Hardwood Manufacturers' Association.
- The National Hardwood Association makes the same announcement with reference to that committee.

Following the announcement of these committees, a resolution was offered and referred to the Committee on Resolutions, that in work involving standardization, guarantees, etc., the lumber industry keep in constant touch with the various government departments through the National Lumber Manufacturers Association and that the regional associations keep the National Association constantly advised of progress of the program. There followed some brief discussion on various subjects prior to adjournment of the first day's session.

The Second Day

On opening the second day's session it was moved and carried that the roll be called and that a session be inaugurated in co-operation with the representatives of the Department of Agriculture and the Department of Commerce. There followed the roll call and general discussion of procedure, during which the president said, "There is one other thought that I want to put over and this may perhaps be a little bit of a damper—and that is this: that no matter whether the committee reports, when they come to us, are unanimous and are unanimously adopted, there is nothing positive as to a determination of the matter in question, except that it represents the ideas of the manufacturer. It has then got to go to the representatives of the consumers, who have been summoned here by the Secretary of Commerce, and will be here tomorrow; they will meet us tomorrow morning at ten o'clock in this room. And perhaps I might add here that the good offices of the Department of Commerce will be exercised toward getting the consumers to look at these problems, so far as possible, from the standpoint of the manufacturers, and to consider them as well as their customers and their clients, in considering the various problems which will be presented to them as a result of the labors of these various resolution committees." The reports of committees were called for.

Committee on Names of Grades Reports

The first report—that of Committee on Names of Grades—was as follows:

That the grading of all lumber be divided into three great subdivisions, namely:

- A—representing the Best qualities.
- B—representing the Intermediate qualities.
- C—representing the Common qualities.

Realizing the great field for thought in developing an equality of grades in all woods and appreciating the possibility of such accomplishment, we recommend that the National Lumber Manufacturers' Association set up a competent committee with efficient engineering service seeking insofar as possible to equalize grades in all woods and that said committee confer with representatives of the consuming public and the Department of Commerce and other departments of the government in their efforts as the occasion demands.

The Vote

During a discussion of this report and following a second motion that it be unanimously adopted, W. L. Saunders, representing the Michigan Hardwood Manufacturers Association, said that he was opposed to grouping softwood with hardwood in any manner. "We feel that our hardwoods should be handled independently of the building group, because our grades, and so on, are so different and so few in number compared with others, that we see no way to classify them under the heads as they classify theirs. For that reason, I wish to go on record, as representing the Michigan Hardwood Manufacturers Association, as being opposed to being classed

with the softwoods." On the question being put the associations voted as follows:

Southern Pine Association: Yes.
West Coast Lumbermen's Association: Yes.
Western Pine Manufacturers' Association: Yes.
California Redwood Association: Yes.
California White & Sugar Pine Manufacturers' Association: Yes.
Georgia-Florida Sawmill Association: No response.
Michigan Hardwood Manufacturers' Association: No.
North Carolina Pine Association: Yes.
Northern Hemlock & Hardwood Manufacturers' Association: No.
Southern Cypress Manufacturers' Association: Yes.
American Hardwood Manufacturers' Association: Yes.
National Hardwood Lumber Association: No.
Northern Pine Manufacturers' Association: Yes.
The Secretary: Nine, yes; three, no.

Committee on Grade and Quantity Guarantees

The president interspersed the remark at this juncture that it would be well to proceed with matters immediately before the conference rather than pausing to determine means of taking care of dissenting reports. Thus, the report of the committee on guarantees of quantity and quality of lumber and grade marking was delivered by J. W. Martin, chairman, as follows:

RESOLVED. That the formulation of rules for the grading and inspection of lumber is a function of the manufacturers and that grade rules should be based on the needs of consumption and the ability of the producers with the timber available to satisfy those needs, and that grades should be so made as to allocate the available supply to the various consuming industries in proportion to their needs and demands so that the products of the manufacturers may be utilized with the least waste and, therefore, at the lowest cost to the ultimate consumer.

RESOLVED, FURTHER. (1) That as representatives of the various lumber manufacturing associations we pledge ourselves to work for the following program to the end that our industry, as a whole, may undertake to provide such inspection service and supervision for the manufacturers in all associations, and those they serve, as will guarantee the buyers of the product:

1st. A. That all grading will be done by properly supervised and qualified graders or inspectors.

B. That in case of complaint on account of the grade or tally of any shipment, Official Association reinspection will be available.

C. That where buyers demand, and will pay the cost, a certificate made by a Certified Association inspector will be furnished with each shipment so arranged for.

2nd. To arrange for the placing in each car, at the mill, of a card giving grade and contents of car.

3rd. To place an association grade mark on a sufficient portion of each shipment to protect the consumers or re-manufacturers from substitution. Said grade mark to identify the member mill by number, the Association it belongs to by letter or other copyrighted insignia, and the grade in plain nomenclature or easily understandable abbreviations thereof.

The North Carolina Pine Association } Dissent from Grade
The Northern Pine Association } Marking at this time.
The Western Pine Mfrs. Association }

4th. The purpose we desire to accomplish is to provide a commodity that can be merchandized and cannot be manipulated.

It developed in the discussion that this was the unanimous report of the Committee except so far as it concerned grade marking from which the three associations designated dissented. The discussion of the report resulted in one slight change, the final report being exactly as above given except that at the beginning of the third paragraph of Division C there were inserted the words, "If found practicable," this paragraph then reading, "If found practicable to place an association grade mark," etc.

The first question then before the conference was vote on the adoption of the balance of the report, leaving out that section referring to grade marking. This motion was carried unanimously.

Revote Accepts All But Grade Marking

A. C. Dixon then moved the adoption of the third clause referring to grade marking, at which point Horace F. Taylor interjected the remark that the voting was to have been by associations, to which statement the president concurred, requesting the secretary to call the roll. Whereupon the associations revoted as follows on the adoption of the report exclusive of the clause referring to grade marking:

Southern Pine Association: Yes.
West Coast Lumbermen's Association: Yes.
Western Pine Manufacturers' Association: Yes.
California Redwood Association: Yes.
California White & Sugar Pine Manufacturers' Association: Yes.
Georgia-Florida Sawmill Association: No response.
Michigan Hardwood Manufacturers' Association: Yes.
North Carolina Pine Association: Yes.
Northern Pine Manufacturers' Association: Yes.
Northern Hemlock & Hardwood Manufacturers' Association: Yes.
Southern Cypress Manufacturers' Association: Yes.
American Hardwood Manufacturers' Association: Yes.
National Hardwood Lumber Association: No.

In explanation of the "No" vote of the National Hardwood Lumber Association, John W. McClure said, "The National Hardwood Lumber Association votes 'No' because we have accomplished the same things by machinery that we would not like to see disrupted, and therefore we vote 'no' to that report."

Much Confusion On Question of Grade Marking

The question was then put on paragraph three referring to grade marking, which question caused a very considerable and complex reaction. In the first place, the vote itself shows considerable confusion as indicated by the following record:

Southern Pine Association: Yes.
West Coast Lumbermen's Association: Yes.
Western Pine Manufacturers' Association: No.
California Redwood Association: No.
California White & Sugar Pine Manufacturers' Association: No.
Georgia-Florida Sawmill Association: No response.
Michigan Hardwood Manufacturers' Association: No.
W. L. Saunders: So far as the hardwood is concerned, not so far as the softwood is concerned, yes. It is hard for me to vote both ways. The secretary continued to call the roll as follows:

North Carolina Pine Association: No.
Northern Pine Manufacturers' Association: No.
H. C. Hornby: We would like to explain our position on that, Mr. President. There is a difference of opinion among the hardwood manufacturers, and the members of our association. They have been doing considerable work on it for some time. I would not like to vote on that for the association. I would like to have it referred back to the association.

The secretary continued to call the roll as follows:

Northern Hemlock & Hardwood Manufacturers' Assn.:
Edward Hines: I vote "yes."
Charles A. Goodman: Mr. Chairman, Mr. Hines and I are both delegates, and on that couldn't we vote as Mr. Saunders did for his association, "yes" on the softwoods, and let the hardwoods rest until we see what the association itself will do?

Mr. Hines: Personally, I vote "yes" on both propositions, hoping that the hardwoods will come in and join us.

Mr. Goodman: What would be the best way to leave that?

Mr. Hines: This does not change the rule with reference to marking the grade after the inspection is made. After the inspection is made you designate it by a character on the board, and therefore I vote "yes."

Mr. Goodman: I vote "yes" on the softwoods, but vote "no" on the hardwoods.

Mr. Hines: I could not join you. I am sorry that we part there. I join in spirit.

The secretary continued to call the roll as follows:

Southern Cypress Manufacturers' Association: Yes.
American Hardwood Manufacturers' Association: Yes.
National Hardwood Lumber Association: Yes.
J. W. Martin: How do you count these "yes" and "no" votes, Mr. Chairman?

The President: This is a question for a mathematician, I believe, or will be before we get through. Where a delegation is equally divided, it nullifies the vote, is my judgment of it.

D. N. Winton: Mr. Chairman, if the different delegations here found this was practicable on a trial, they would vote for it. Could we not vote this with the proviso that they would vote for the grade marking as soon as they considered it practicable?

Thomas O'Berry: What was the vote?

The Secretary: Five out of twelve voted "no."

Votes Do Not Bind Associations

It developed during the subsequent discussion that it was the understanding of most of those present that the delegates did not vote to bind their respective associations but merely pledged themselves as individuals to recommend the measures adopted to their associations. In this connection, and referring specifically to the question of grade marking, Edward Hines said:

Mr. Chairman, I think there is a misunderstanding here. We do not vote to bind our association. We simply recommend it to them. In your California association, as long as you are committed to the principle of it, certainly you have the authority to recommend it to your association. Now, if we find this practicable, there is no harm in outlining it to them. In the case of Mr. Goodman, there is some misunderstanding there. He contends we are opposing the hardwood association. We are a member of the hardwood association. I don't see how we go against their rules. When we mark we put on some figure to designate the material. I don't see why Mr. Goodman and I differ. We do not oppose any rules of the National Hardwood Lumber Association. On the contrary, we adopt their rules, and put on a stamp, and the consumer gets our material. I think, therefore, that Mr. Winton's motion, which I seconded, would make it unanimous. This is a great principle we are fighting for. We are going on record as the Secretary of Commerce asked us to. I heartily concur in Mr. Winton's resolution.

Grade Marking Finally Adopted

It was at this point that discussion came up of the phraseology of paragraph three, which discussion finally resulted in reconsideration of the last mentioned vote, it being decided to reconsider the last paragraph, the dissenting voters being the Michigan Hardwood Manufacturers' Association and the National Hardwood Lumber Association. At this point the words "If found practicable" were inserted in the beginning of the paragraph, whereupon the secretary again called the roll for vote on paragraph three regarding the grade marking, which result showed as follows:

Southern Pine Association: Yes.
West Coast Lumbermen's Association: Yes.
Western Pine Manufacturers' Association: Yes.
California Redwood Association: Yes.
California White & Sugar Pine Mfrs. Assn.: Yes.
Georgia-Florida Sawmill Association: No response.
Michigan Hardwood Manufacturers' Association: Yes.
Southern Cypress Manufacturers' Association: Yes.
North Carolina Pine Association: Yes.

Northern Pine Manufacturers' Association: Yes.
 Northern Hemlock & Hardwood Mfrs.' Assn.: Yes.
 American Hardwood Manufacturers' Association: Yes.
 National Hardwood Lumber Association: No.

Report on Standardization and Sizes

The report of the Committee on Standardization and Simplification of Sizes and Grades was delivered by W. T. Murray, chairman. It developed that there were many things on which this committee could not get together, the primary considerations being sizes of certain softwood building lumbers. As the report was primarily concerned with softwoods, it is not essential to reproduce it here. All three of the Hardwood Associations represented on the Committee of Standardization of Sizes voted "Yes" in the committee meeting on this report, these associations being the Michigan Hardwood Manufacturers' Association, the Northern Hemlock & Hardwood Manufacturers' Association and American Hardwood Manufacturers' Association, the National Hardwood Lumber Association not having appointed a committee member.

Discussion on Full vs. Scant Sizes

The reading of the report to the conference was attended by very considerable discussion, mainly revolving about the question of whether or not lumber sold should be manufactured and shipped full thickness as indicated, or whether, on the other hand, the question of economical utilization of forest products would not make it more logical that the commonly accepted thickness and widths for finished lumber should continue in practice. There was, in fact, a very definite and strongly supported minority report submitted by Mr. Hill, earnestly advocating absolute adherence to full thickness and full width as standard specifications for size. It became apparent in this discussion that both sides were in real earnest, the minority members being governed primarily by the effect upon the public mind in the matter of shipping of less than inch for inch stock and scant widths where the full width is named. The majority members were equally earnest in supporting their contention that the best interests of conservation would be served by manufacturing according to common sense requirements for any purpose, it being developed that in most cases the five-eighths finished thickness and the scant finished widths are sufficient for the purposes for which the material is designed, and satisfactory to the purchaser. A middle ground was suggested, namely, that where scant thicknesses and scant widths are common trade practice they should be designated by actual thicknesses and actual widths rather than as inch, two inch, etc., when less than that amount is actually meant. In this connection the pertinent observation was offered that "the matter which affects the ultimate consumer is the greatest number of adequate units he gets for a given expenditure of money, and not the quantity contained in each unit."

Majority Report Adopted

On putting the motion to adopt the majority report on standardization of sizes, the result was as follows:

Southern Pine Association: Yes.
 West Coast Lumbermen's Association: Yes.
 Western Pine Manufacturers' Association: Yes.
 California Redwood Association: Yes.
 California White & Sugar Pine Mfrs.' Assn.: Yes.
 Georgia-Florida Sawmill Association: Yes.
 Michigan Hardwood Manufacturers' Association: Here.
 North Carolina Pine Association: No.
 Northern Pine Manufacturers' Association: Yes.
 Northern Hemlock & Hardwood Mfrs.' Assn.: Yes.
 Southern Cypress Manufacturers' Association: Yes.
 American Hardwood Manufacturers' Association: Yes.
 National Hardwood Lumber Association: No.

Horace F. Taylor (when National Hardwood Lumber Association was called): Mr. Chairman, I think that as hardwood men we will ask to be excused from voting, on the grounds that we are not qualified.

At the conclusion of these votes the president explained the status of the conference insofar as actions taken are binding on respective associations, explaining that the purpose of the initial meeting of lumber manufacturers was purely to bring out certain recommendations to be placed in subsequent meetings before varied and respective consuming interests.

Taylor Wants Privilege of Submitting Minority Reports for Hardwoods

At this point Horace F. Taylor, president of the National Hard-

wood Lumber Association, addressed the meeting as follows:

Mr. President, may I state a word on behalf of the National Hardwood Lumber Association? Our delegat on came here very gladly at the invitation of Secretary Hoover, and in the best of faith that they would endeavor to make as much progress as could be made in support of his purpose and wishes. I would like, however, to call attention to a fact which is patent to all of us, and that is that the softwoods are represented here in the proportion of about 20 to 1, and the plan that was adopted at the opening meeting, on which we made some protest, of referring both hardwood matters and softwood matters to the same committees, resulted in matters affecting hardwoods being passed upon by a majority composed of softwood men. That was done, of course, without any intention to be unjust to the hardwood industry, but I desire to explain that that is the reason we have had to object to many things which have been carried by the majority, the softwood manufacturers.

Further than that, there is another hardwood association represented here, which appears as a general hardwood association: that is the American Hardwood Manufacturers' Association. It is the popular understanding that that Association has voted to go out of existence June 30th. I may be incorrect as to that, but if I am correct in that understanding it seems to me that it is hardly fair to accord one vote to that Association and a single vote to the National Hardwood Lumber Association, which is alive and active. I wish, therefore, respectfully to protest against the representation of the respective branches of the industry. We would like very much the privilege, which I think will no doubt be accorded, of presenting on behalf of the National Hardwood Lumber Association that will constitute another report upon these three questions. It may or may not be a minority report.

The president here interjected an explanation as to why the various conferees were present, reciting a resolution adopted by the Lumber Congress at Chicago in April, which resolution is quoted in the beginning of this resume. On conclusion, he was followed by C. H. Sherrill, who replied to Horace F. Taylor as follows:

Sherrill Denies That Manufacturers' Association Not Qualified

May I say just a word? I regret very much, Mr. Chairman, that I was not listening to what Mr. Taylor had to say a few moments ago with respect to his American Hardwood Manufacturers' Association, and I do not know that I comprehend just what he did state with respect to that Association. But I gather from my fellow members of the committee that he suggested the thought that the American Hardwood Manufacturers' Association voted to go out of existence on June 1st.

I thought I made that clear yesterday morning, that the American Hardwood Manufacturers' Association had been in court for quite a little while, and we have been trying to find a rift in the cloud and get ourselves in such a position that we could move forward, free from any embarrassment and free from any improper influence and absolutely in accord with all existing laws, state, national and otherwise.

We have been very diligently at work on this, and we hope that within the next few days we may arrive at a satisfactory program that we can put before our people that will be endorsed unanimously. When I speak of "our people" I am referring to the hardwood manufacturers of lumber. I do not want the impression to be left here that the American Hardwood Manufacturers' Association intends to go out of existence. On the contrary, we expect to be a greater power in the future than we have ever been in the past; and in view of the fact that the pine timber holders in the South are controlling quite a good deal of hardwood timber we are expecting a unification of their interests, to a degree, with the hardwood interests, so that we may build up the best hardwood manufacturers' association that it is possible for brains and talent and energy to build.

Chair Appoints Resolutions Committee

The chairman interjected the remark at this point that the discussion "is rather fruitless." Before adjournment it was proposed that the president appoint a committee composed of the chairmen of the respective committees, whose duty it would be to assist the president in formulating plans for meetings in succeeding days in conjunction with other organizations. This motion was carried. The president thus announced his committee on resolutions, inclusive of Charles Hill, chairman; D. M. Winton, Thomas Hamilton, W. L. Saunders and Edward Hines.

Goodman Talks on Hardwood Conflict

Charles A. Goodman, representing the Northern Hemlock and Hardwood Manufacturers' Association, spoke at this juncture more or less for the purpose of clearing up any uncertainty on the matter of hardwood votes on certain of the committee reports. He said:

I do not like to take up your time, but there were three reports turned in on the second and third reports. There were either minority reports or the matter was left unsettled before the conference. On the first report there were three "no" votes. Mr. Hines and I are on the same committee, representing the Northern Hemlock and Hardwood Manufacturers' Association, and I took the liberty of voting "no" on the first thing, the nomenclature. I would like to state briefly my reasons for that.

The secretary of the National Lumber Manufacturers' Association, Mr. Compton, prepared a statement that was supposed to outline briefly what was supposed to be done here in the way of simplification in the lumber industry. The idea was to try to straighten out matters which were in contention. It seemed to me that on the nomenclature proposed for the softwoods here was just the opportunity that should be taken by the industry to get the names of the hardwoods on a different basis from the softwoods, simply by leaving them as they now are.

The confusion, as stated on this first page, is all in the softwoods. There is no confusion as to the grades of hardwoods.

On the second page of this report it is stated: "There is apparently now more uniformity in the grading methods in use in the hardwood industry than there is on the whole in the softwood industry. At least there is more uniformity in the grade nomenclature for the different hardwoods. The twenty-six most common hardwoods are graded almost without an exception as: First, Second, Select, No. 1 Common, No. 2 Common and No. 3 Common. This general arrangement of grade names is consistently preserved."

Now, if we go on here we find on next to the last page it gives the

standard form for grading rules to be used for grading lumber, and it frequently speaks here of the hardwood grades as being where the confusion lies.

So in explanation of my vote on that I would say that, while I would not feel I could consistently vote to change the names of the hardwoods—which are exceedingly simple and understood by everyone, and as to which there is absolutely no confusion—there is a little difference here between two factions of the hardwood trade, which is mortifying to us because the softwood people are so thoroughly in accord. (Laughter.) I think it is unfortunate that there should be any question at all about changing the names of the hardwoods. If there is any question at all about changing the names of the hardwoods, if there is any object in having the nomenclature recommendation unanimous, I think it possibly could be made unanimous by inserting the words "softwood" in front of "lumber" in the first line. I do not offer that as a motion, but simply suggest that it could be done.

Adjournment of Manufacturers' Sessions

After which the meeting adjourned.

It is deemed advisable by the editors to divide this resume into two sections, the above containing practically all of the specific reference to hardwood subjects and most of the active participation of the hardwood delegates.

There is one outstanding feature in the balance of the report of this conference which has to do with a presentation made by the American Wholesale Lumber Association, which presentation was excellently prepared and delivered, and received in a notable fashion. It is the purpose of the editors to fully cover the second phase of the conference, as above described, in the next issue. In conclusion of the first half of the conference it would, though, be wise to present four resolutions handed in by the Resolution Committee, all of which were unanimously adopted. They are as follows:

The Resolutions

RESOLUTION NO. I

We favor the manufacture of lumber in such sizes as will most effectively conserve our raw material, the forests; will adequately meet the needs of commerce, and will be serviceable for the purposes for which the lumber may be used.

We believe that so far as practicable and consistent with the interests of conservation, convenient distribution and efficient utilization of lumber, these sizes should be standard.

We recognize the duty of the producer of lumber to serve the needs of the consumer and to secure to home builders and wood-using industries of the nation the use of suitable lumber of standard quality and manufacture without preventable waste and at minimum cost to the consumer.

Second, therefore, as it is within the power of the lumber industry we undertake, through association grades and inspection, to protect the public by the protection, and wherever possible the guaranty of the integrity of the grade of our product and of the delivery to the buyer of the grade and quantity sold by the sawmill.

RESOLUTION II.

RESOLVED, That with respect to the program inaugurated by the Department of Commerce concerning standardization, simplification, guarantees to the public, and similar matters, that the contact between the lumber industry and the Departments of Commerce and of Agriculture and other governmental departments, the public and others interested be through the National Lumber Manufacturers' Association; and that the regional associations and others representing lumber producers keep the National Lumber Manufacturers' Association advised of the development and status of the program undertaken by this conference.

RESOLUTION III.

Recognizing the substantial and gratifying progress made in this conference along lines suggested to it by the Secretary of Commerce, we realize that this is but the foundation for the achievement of the ultimate ends which we expect to accomplish.

For the further development of the activities of the lumber producers undertaken in these conferences we request that the National Lumber Manufacturers' Association, in cooperation with the Department of Commerce and Agriculture, assist us to the end that a definite and acceptable program of lumber standardization and guarantees adequate to the needs of the consumer and the interests of the producer may be completed and made operative at the earliest practicable time.

RESOLUTION IV

The lumber producers of the United States express to Secretary Hoover their appreciation of the breadth of vision, true Americanism and real knowledge of industrial organization which led him to issue the call for this conference.

We recognize that for the large measure of success which has attended our deliberations the leadership of Secretary Hoover is largely responsible. We realize also, and fully, the responsibility under which our industry rests to make good through our own channels the guarantees which we are offering to the public. We pledge to Secretary Hoover, and to all other Government officials with whom we shall be called upon to cooperate, the most earnest and faithful efforts of which we are capable in carrying out the plans inaugurated here for the benefit of the public and of the industry.

What Grade Standardization Means

(Continued from page 15)

It may be helpful to indicate how charts can be developed which will enable the lumber manufacturer to cut logs of all descriptions most economically, and although each industry has its own individual practices and therefore can not be used as a concrete example, an interesting illustration is found in the method by which the packing industry classifies and cuts beef. Instead of showing

the cuts from the logs by name, as in cutting beef, it will be necessary to indicate the various boards in the log charts by grade name, each one giving the optional cuts to make.

Practical millmen decide their cut now according to their own individual ideas, and it is unnecessary to state that there are many different ideas. There must be one best way; why not determine which one that is and standardize it?

When a grading system has been established, lumber should certainly be marked strictly in accordance with it. There is, however, every reason for not grade marking while the present vague system of grading is in effect.

The objections to grade marking are not consistent. The legitimate lumber dealer does not fear this practice, and those who still object might take a look around and see what other materials are manufactured so near to the completed product as lumber that do not bear the grade and trade mark of the manufacturer.

It would be a fine state of affairs if when we walked into a cigar store we found the shelves and show cases filled with open boxes, none of which were labelled or marked. The dealer may or may not be honest, and if we asked for "No. 1 common" the chances are he might hand us a "No. 2 common" rather than a "Selects" or a "First and Seconds." There is likely no other commodity we buy regarding which we are given so little information as in the case of lumber.

Manufacturers are always proud of their trade marks, and there is this one point for dealers to consider: trade and grade marks have never put anyone out of business. The reputable dealer is quite proud and profits most when he handles a high grade line, but the American people are not quite willing to take the dealer's word that the goods are high grade. They would rather judge by the grade and trade mark.

Record Breaking Class in Kiln Drying at the Forest Products Laboratory

The largest class in kiln drying ever assembled at the Forest Products Laboratory just completed the June two weeks' course, the first one given since the western courses. The recent class of 18 members was not only unusual in size, but also in the high proportion of executives and men of experience. The wide variety of industries represented included manufacturers of automobiles, coffins, cedar chests, house furniture, clocks, golf clubs, even a brick manufacturer was there to study the best temperatures and humidities for his product. The men who attended the meeting are as follows:

A. Kennedy, A. B. Chase Piano Co., Norwalk, Ohio.
E. W. Brown, Seth Thomas Clock Co., Thomaston, Conn.
J. R. Cullom, Kansas City Shook & Mfg. Co., Wilson, Ark.
C. T. Darnell, Kraetzer Cured Lumber Co., Greenwood, Miss.
Donald G. Morse, The Kroydon Co., Newark, N. J.
C. S. Sieling, Sieling Furniture Co., Railroad, Pa.
Roger J. Hipp, Long Furniture Co., Hanover, York County, Pa.
Alfred Swift, North St. Paul Casket Co., North St. Paul, Minn.
Hoyt Moore, Standard Red Cedar Chest Co., Alta Vista, Va.
Anton Fara, Indiana Moulding & Frame Co., LaPorte, Ind.
K. W. Dunwoody, Cherokee Brick Co., Macon, Ga.
F. Zimmerman, Jr., F. Zimmerman Co., Cleveland, Ohio.
F. E. Noble, Ed. Roos Company of Forest Park, Forest Park, Ill.
C. C. Cahill, Kelsey Wheel Co., Inc., Detroit, Mich.
Gardner B. Alden, Dennison Mfg. Co., Framingham, Mass.
Ben A. Ott, Segelke & Kohlhaus Mfg. Co., LaCrosse, Wis.
E. J. Michel, Carr, Ryder & Adams Co., Dubuque, Iowa.
C. H. Ott, Nordyke & Marmon, Indianapolis, Ind.

Three applicants have already been enrolled for the next course, to be given for two weeks beginning September 11, 1922.

The informality of the course and the discussions incident to the work brought out the diverse interests of the various concerns represented.

News from the National Capital

More efficient administration of federal forest reserve affairs is being sought by Congress by giving Forest Service officials and employes more power under the law. For this purpose, Senator George W. Norris (Nebraska) introduced on June 29, half a dozen bills having this as their object. The bills, before being introduced by the chairman of the Senate Committee on Agriculture and Forestry, were approved by Secretary of Agriculture Wallace and officials of the Forest Service. One of the bills would also permit the sale of, without advertisement, timber and cordwood, not exceeding \$1,000 in stumpage.

Favorable action by Congress on forestry legislation during the present session of Congress is doubtful. The major forestry bill now before Congress is the Forestry Legislation bill, now languishing in the Senate Agricultural Committee, and which would provide an increased financial co-operation with the states, by the federal government, in forest fire protection, tree planting at public expense, and continual extension of national forests by purchase.

"There can be no hopes for forest legislation this term of Congress," Senator Norris, chairman of the Senate Agriculture and Forestry Committee, announced when the House adjourned on July 1. "The Senate committee has not had a chance to go into the matter, as it must do before passing on the measure, and aside from this, the present indications are that the tariff and bonus will occupy the entire time of the Senate."

Until the Senate committee can take up the forest legislation, it is not considered likely that the House side will do anything with it.

* * *

The establishment of a national fire policy for federal forests and a national forestry policy, both to be administered by the Department of Agriculture, has been urged on members of Congress by the American Farm Bureau Federation, numbering in its ranks a membership of 1,600,000 farmers.

The need of these two policies has been outlined in a petition from the Farm Federation to the National Lumber Manufacturers' Association, dated June 26. The farmers and the lumbermen of the United States are equally interested in conservation of the forests of the nation, both by fire and in the method of production.

"The inauguration of a general forest policy, with a view of insuring future timber supplies and making silviculture a permanent industry, as contrasted with the lumber of the past, which has been conducted more like a mining industry than a creative industry, the farmers are convinced is necessary and urge that a national policy be secured," the Farm Federation Bureau has stated in its definite acceptance of the Lumbermen's Association to join hands with it in conserving the standing timber.

"Fire protection from the lumber industry must also be more adequately provided. This can best be done by a national policy," states the bureau, recommending that the farmers and lumbermen get together and support the program for a national fire policy as well as a national forestry policy.

A consideration of the reconsigning charges on lumber and forest products assessed by the railroads involved and the establishment of a fair and reasonable charge has been asked by the National Retail Lumber Dealers' Association, in a complaint filed on June 30 with the Interstate Commerce Commission.

The carriers are charged with holding lumber and forest products on their lines, at specified points and reconsigning the lumber

shipments from these points at \$3 per car after arrival, making the charge for reconsignment at these points the same after arrival as before arrival and at the same time maintaining from other points on their lines the \$7 per car charge for reconsignment after arrival.

For several months past, it is also charged, the defendant carriers, "without tariff publication, have instituted the same practice by holding cars of lumber short of billed destination and reconsigning from points held at a charge of \$3 per car, thus defeating the purpose of their tariff publication which establish a charge of \$7 per car if shipment is reconsigned after arrival."

A hearing has been requested, and the petition urged that the commission's consideration of the complaint be given at the same time with the lumber reconsignment case to be heard at Dupon, Ill., on July 20, and that the proceedings be consolidated.

It is set forth in the brief that on three occasions the commission has suspended tariffs proposing to reduce the \$7 charge to \$3 and on two occasions has ordered tariffs canceled, the third case being that set for hearing at Dupon. The Mobile & Ohio railroad, it is charged, has already asked the Central Freight Association lines to suspend its new tariff filed to become effective July 10, which restores the charges of \$7 and \$3. Unfair competition between the railroads will result from different rates applied by some roads, unless the reconsigning practice is stopped, which is prayed for in the petition, it is stated.

An increase in movement of forest products has been reported by the Car Service Division of the American Railway Association. Figures of car loadings of lumber and other forest products for week ending June 24 show 64,082 cars were loaded, representing an increase of 1,724 above the previous week and 13,519 above the corresponding week last year. It was also 2,614 cars in excess of the corresponding week in 1920.

Miller Company Acquires Big Tract of Hardwoods

A most important timber deal has recently been consummated whereby the Miller Lumber Company of Marianna, Ark., has purchased a big tract of hardwoods from George C. Brown & Co. of Memphis, Tenn. The exact amount of the consideration has not been made public, but the deal involves something like half a million dollars.

This tract of timber consists of something like fifty million feet of the very choicest St. Francis basin red gum and other hardwoods. Max D. Miller, president of the Miller Lumber Company, stated that with this addition to the present timber holdings of the company, the supply will be ample to furnish logs to meet the maximum capacity of both their large mills for several years to come. The company is now preparing to build its own tracks into that part of the timber adjacent to the railroad, and by September expects to begin cutting logs and moving them by rail to Marianna.

The Miller Lumber Company operation is one of the most important in eastern Arkansas. It consists of two big saw mills, a box factory and a wholesale and retail yard, located at Marianna. It employs something like from five to six hundred men. The assurance of a steady supply of logs from the new purchase near Hughes will insure a capacity operation the year around.

The Brilliant Handle Co., of Brilliant, O., has been chartered with a capital of \$5,000 to manufacture handles and other wood articles. Incorporators are Elbridge Kehr, Robert Brogan, James N. Parsons, W. K. Rodgers and G. H. Hathaway.

The Ohio Lumber Co., of Cleveland has been chartered with a capital of \$15,000 by B. D. Glick, E. M. Ackerman and others.

F. B. Pryor, salesmanager of the W. M. Ritter Lumber Co., reports a strong demand for hardwoods in Columbus and central Ohio. While retailers are still the best customers, still there is an increasing demand from factories making boxes, implements, automobiles and musical instruments. Prices are firm all along the line. The higher grades of oak, chestnut and poplar are rather scarce.

Cutting



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This Equipment eliminates waste and guarantees
the perfect cutting of our

Superior Veneers



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Clubs and Associations

Directors of Hardwood Institute Meet to Further Perfect Organization; Members Increased to 117

The directors of the Hardwood Manufacturers' Institute, at a meeting (the first since organization at Louisville, Ky., June 15-16) held at the Hotel Gayoso in Memphis, Saturday, July 1, went a long way in the direction of setting up the necessary machinery to carry out the hardwood industry's part of Secretary Hoover's standardization program as indicated by the following:

Announced that the first conference leading to the adoption of the standardization plan in question will be held under the auspices of the National Lumber Manufacturers' Association at the Forest Products Laboratory at Madison, Wis., July 12-20, to be followed later by a conference at Chicago and still later by regional conferences until every lumber producing section of the United States has been covered.

Authorized the chairmen of the various standing committees, as appointed by President Sherrill at this meeting, to employ such engineering and other expert service as may be necessary to carry on the work of the hardwood industry in the standardization campaign outlined at Louisville.

Announced that the entire corps of inspectors formerly employed by the American Hardwood Manufacturers' Association had been taken over by the Institute and that the number had been substantially increased, with the result that expert inspection service, under the rules of the American Hardwood Manufacturers' Association, is now available to members and to the public and that the Institute will push this service in the most vigorous manner possible.

Paved the way for the compilation and issuance of the first statistical report. This will deal with stocks of hardwood lumber and will probably be available for distribution to both the members and the public by July 31.

John M. Pritchard, secretary, reported that 32 new members had been enrolled since the Louisville meeting, bringing the total to 109, with an annual cut of approximately 1,500,000,000 feet. The board stated that the membership campaign would be vigorously pushed, while the necessary machinery of the Institute is being set in motion.

The chairmen of the committees, as announced by C. H. Sherrill, president, follow: Assessment, S. M. Nickey, Memphis; finance, C. M. Kellogg, Memphis, who is treasurer of the Institute; membership, F. K. Conn, Yazoo City, Miss.; inspection rules, B. F. Dulweber, Greenwood, Miss.; advertising, Mark H. Brown, Memphis; press, C. L. Bell, Columbus, O., and reports and statistics, M. W. Stark, Columbus, O.

The names of the 32 members joining between the adjournment of the organization meeting and the meeting of the board of directors July 1 follow:

Cherry River Boom & Lbr. Co., Philadelphia, Pa.
Davidson, The, Hicks & Green Co., Nashville, Tenn.
Tallahatchie Lumber Co., Memphis, Tenn.
Kitchen Lumber Co., Ashland, Ky.
Cybur Lumber Co., Cybur, Miss.
Hall & Neely, New Albany, Miss.
Hunt-Washington & Smith, Nashville, Tenn.
Artman, E. C., Lumber Co., Metropolis, Ill.
Mobile River Saw Mill Co., Mobile, Ala.
Ryan, Philip A., Lumber Co., Lufkin, Texas.
Hodge-Hunt Lumber Co., Hodge, La.
Stearns Coal & Lumber Co., Stearns, Ky.
Southern Pine Lumber Co., Texarkana, Texas.
Sauls, Q. D., Tylertown, Miss.
Mansfield Hardwood Lumber Co., Shreveport, La.
New River Lumber Co., Cincinnati, Ohio.
Aicus, S. T., & Co., New Orleans, La.
Mowbray & Robinson Co., Cincinnati, Ohio.

Tremont Lumber Co., Rochelle, La.
Kimerer, L. N., Paris, Texas.
Lamb-Gary Lumber Co., Vicksburg, Miss.
Norwood Lumber Co., Forney, N. C.
Boyd-Raburn Lumber Co., Box 475, Bristol, Va.
Hemphill Lumber Co., Kennett, Mo.
Loutre Lumber Co., Cargile, Ark.
Wilson & Cochran, Lottle, La.
Breece Mfg. Co., Arkansas City, Ark.
Blair Lumber Co., Chattanooga, Tenn.
Northern Ohio Cooperage Co., Parkin, Ark.
Voth Hardwood Co., Voth, Texas.
Delta Hardwood Lumber Co., Rayville, La.
The Martin Wagon Co., Lufkin, Texas.

Eight new members were received between July 1, the date of the directors' meeting, and July 4, as follows, bringing the total membership as of the latter date to 117:

Weis-Dillman Lumber Co., Caruthersville, Mo.
Little River Lumber Co., Townsend, Tenn.
Fordyce Lumber Co., Fordyce, Ark.
S. M. Bradley, Morehead, Ky.
H. L. Hachette, Electric Mills, Miss.
A. W. Cory, Bald Knob, Ark.
Miller Lumber Co., Marianna, Ark.
Robertson-McDonald Lumber Co., Houston, Tex.

Sherrill Is Enthusiastic Over Institute's Prospects

Clarence H. Sherrill, president of the New Orleans Lumbermen's Club and president of the newly-organized Hardwood Manufacturers' Institute, returned to New Orleans from Memphis July 3, from the first meeting of the board of directors of the new Hardwood Manufacturers' Institute, brimming over with enthusiasm over the success with which the new manufacturers' venture is daily meeting and highly optimistic over its future outlook.

Mr. Sherrill stated that the movement to organize the hardwood manufacturers into a body such as the Institute is commending itself strongly to the entire manufacturing trade, that new recruits are being added daily to the roster of the Institute and that both the quantity and the quality of both moral and material support are being offered voluntarily by the operators to further the growth, strength, power and influence of the Institute are little short of overwhelmingly gratifying to himself and the other officers, upon whom necessarily rests the burden of getting the new machinery set in motion. The support being received is considered as strong evidence as is needed of the ultimate success the ambitious venture is destined to achieve.

"It is not at all strange," declared Mr. Sherrill, "that men, hard-headed captains of industry, who have brains enough to accumulate hundreds of thousands or millions of dollars to invest in lumbering properties, should also have intelligence enough to analyze the new Institute as a means for tackling the manifold problems of import staring the hardwood manufacturing industry in the face. Well, that is all we want. We are finding daily that all the cause of the Institute needs for its advancement among the trade is a little consideration. That is a sufficient recommendation. We need no missionaries. *'Rex ipsa loquitur.'*"

Evansville Club Makes Annual Cruise

The annual summer outing of the Evansville Lumbermen's Club was held on the afternoon and evening of Tuesday, June 27, on the steamer Verne Swain on the Ohio river and several hundred lumbermen, their families and invited friends made the trip, which proved to be a most delightful one. The affair was arranged by the entertainment committee of the club, composed of Gus E. Bauman, chairman; Carl G. Woldin, of the Wolfen West Side Lumber Company, and Claude Wertz, of the Maley and Wertz Lumber Company. This committee was assisted in the entertainment of the guests by J. C. Greer, president of the club, and William S. Partington, secretary and treasurer.

Complicated Rates Boost S. H. T. A. Membership

The Southern Hardwood Traffic Association is receiving large numbers of applications for membership as a result of the complicated rate structure growing out of the changes in rates which have been made as affecting hardwood lumber and forest products since June 25, 1918. Many lumbermen were able to keep themselves fairly well informed as to rates until the reductions ordered by the interstate commerce commission became effective July 1, but a large percentage of these now admit that they are completely in the air and that they need expert assistance.

The mails Wednesday morning, July 5, brought applications from fifteen firms located in all parts of southern and eastern hardwood producing territory.

The association is already at work on its new rate chart and this will be ready for distribution in a short time. It will show the new rates from all producing points in which its members are interested to principal destinations in consuming territory in the United States and Canada.

Wholesalers' Trustees Satisfied with Present Hardwood Standardization

A meeting of the board of trustees of the National Wholesale Lumber Dealers' Association was held at the Congress Hotel, Chicago, June 24.

(Continued on page 32)

**Easily
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Long-Bell Hardwoods



Long-Bell Lumber and Timbers are trade-marked with the name of the manufacturer. This means individuality, *unmistakable* identification—the same kind of a buying guide you demand on other merchandise.

LONG-BELL
TRADE-MARKED
HARDWOODS

RED GUM
SAP GUM
BLACK GUM
TUPELO
WHITE OAK
RED OAK
YELLOW POPLAR
ASH
ELM
HICKORY
MAGNOLIA
BEECH

Buying by brand has come to be the accepted rule with practically everything we use because the buying public long since learned that branded, identified goods are *dependable* goods. Certainly it is to the interest of the manufacturer who puts his name on his wares to make them the very best he can.

The Long-Bell Lumber Company
R. A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.





YARD AND KILN

*A Section Intended to Promote Efficiency
and Economy in Lumber Drying*



Advice on Selection of Dry Kilns Best Suited to Hardwood Lumber

By C. J. Mural

(Continued from Issue of June 10)

Specifications for Your Kiln

The heating and air-circulating provisions should be such as to cause the heated kiln air to ascend through the center chimney of the pile, distributing itself laterally, between the courses, and emerging on the outside of the pile, cooler and heavier, to descend once more to the heating system. This air movement should be of sufficient volume and velocity to insure a uniform drying effect in all portions of the piles. In this, for best result, the horizontal movement in the pile must be short, but the lumber can be piled edge to edge if a proper chimney duct is provided through center of pile.

Adjustable automatic temperature control is very desirable.

An automatic humidity control has been worked out and gives good results with intelligent care, but the writer is not as yet in position to recommend the general use of this delicate apparatus in regular service around lumber yards.

Manual humidity control must be positive and flexible, and it should be possible to ascertain the temperature and humidity condition of the kiln without entering it.

The kiln should have two tracks, so placed as to provide a free space of two feet in center, between the faces of the adjoining piles of lumber. At the sides there should be a space of 18 inches between the lumber and the respective walls. This would call for a net inside width of nineteen feet. The inside length would depend upon the predominance of the length of the lumber to be dried, and the combinations which may be formed of these various lengths. Generally speaking, the length may be 60 feet or even more.

Height, from top of rail to ceiling, should be not less than 11 feet, and from top of rail to floor not less than 3 feet.

It must be understood that you would sort to length, stick and pile carefully, and charge any kiln with lumber of one species only, and, as far as may be practicable, with but one thickness.

Fire-proof construction is the only desirable one, if permanency is required.

Foundations should be to solid earth, of concrete, properly water-proofed against moisture absorption from without and from within. Walls should be of brick, or tile and brick, or tile and concrete. Vitrified tile, laid in water-proof cement mortar, is best for dividing walls. These should be 12 inches thick. Outside walls should be of same tile, veneered with single 4-inch thickness of hard brick.

The floor should be of concrete, about 3 inches thick, water-proofed against inside and outside moisture, and finished to smooth surface. The roof should be flat and level, of reinforced tile and concrete construction (Kahn System), tile 8 inches thick with 2-inch thickness of concrete over tile, 4-inch concrete between tile, and steel reinforcing rods embedded in the concrete between tile. The pitch or water shed of the roof to be formed with lean cinder concrete over the level roof surface, and on top of the cinder concrete to be placed a regular tar and gravel or Barrett specification roofing.

Where End Piling Counts

Good doors are very important. The more airtight the same can be made the better. Here is where some of the advantage of end piling comes in. It permits the use of two small doors instead of one as large as the entire end of the kiln. If the space between the lumber

piles is two feet, then a 12-inch concrete and steel pier can be erected between the tracks on center line of the kiln and steel door frames installed, providing for a clearance of 6 inches on both sides of the lumber cars. Six inches is ample with proper piling. This has been proven in actual daily operation. It is not difficult to systematize the piling to perfection.

Canvas doors should never be used on hardwood kilns, either single or double. Properly constructed doors supported on overhead carrier (Hussey doors) are good, and heavy hinged doors of the refrigerator type, equipped with heavy bar hinges and refrigerator level locks, are better, provided same are hung in steel frames (angle or Z-bar construction), properly anchored to the building structure. Clear cypress, kiln dried and carefully painted before, during and after construction, is the best material for these doors.

The heating system of hardwood kilns must first of all provide for a continuous steam supply at a uniform pressure of not more than five pounds or less than two pounds by gauge. Higher pressure steam is not desirable for the heating of hardwood kilns, and whatever the pressure decided upon may be, it must be supplied continuously and uniformly. The low pressure will permit the use of any available exhaust steam, which can be supplemented by live steam from the boilers whenever insufficient. The pressure of the latter must be reduced through a good reducing valve, and if the boiler pressure is very high such reduction should be made in two stages. In laying out the steam supply lines it is very essential to make the pipe sizes and all valves and specialties correctly proportional to the volume of steam which the same will have to pass at maximum service. This matter of proportioning pipe sizes and laying out pipe lines is far more important with low pressure than with high, and it should receive competent engineering attention, which must take into consideration all local conditions of steam plant and ground levels, providing for proper drainage of the condensate and its efficient return to the boilers.

The Heating System

The heating system of each kiln must be so designed and installed as to provide an equal heat effect throughout the entire length of the kiln, front, rear and center. This cannot be obtained from ordinary "header" coils, where the steam enters at one end of the header coil and the condensate leaves at the opposite end. With such coils the supply end will always be warmer by several degrees and will produce an equivalent difference in the temperature of the kiln at the same respective positions.

Regardless of the employment of a good temperature control, the heating system must be subdivided in such manner as to make manual control possible and flexible in case of derangement of the automatic, and the subdivisions must therefore be such as to enable the kiln operator to obtain and hold any desired degree of temperature between 100° F. and 175° F. during any usual condition of the atmosphere, from zero to 90° F.

Continuous so-called "snake coils" are desirable, if properly spread and inclined, and so are some forms of cast-iron radiation if properly grouped and connected.

No form of radiation can be effective without efficient and continuous drainage of the condensate forming therein, or without efficient

and continuous removal of any air accumulating within. This is all important and must receive careful and competent attention. A kiln with a sick heating system is very unsatisfactory and dangerous to its contents. A good vacuum system of condensation removal will pay for itself in short time and will return the condensate to the boilers with minimum heat loss.

Proper insulation of the steam supply lines is very desirable and profitable. If steam lines must be run underground they should be well insulated and run in concrete or tile conduits, supported on expansion rollers, equipped with good expansion joints at regular intervals, and suitable water drainage lines should be run under the conduits, bedded in gravel or crushed rock. Condensation drains must be installed wherever necessary at low points.

In the above we have covered practically all of the essential features of good dry kiln construction in such manner as may enable the interested party to understand and properly weigh the sales arguments of the contractors and make an intelligent selection of the type of kiln best suited to his requirements. The statements presented are based on impartial observation and experience of many years with many types of kilns, and there now remain for discussion only the various methods of Humidity Control and Moisture Removal from the kiln.

Humidity Control and Moisture Removal

This can be accomplished in different ways, more or less positive and effective, and differs with the different kilns offered on the market, although the principle remains the same.

It has been stated that the moisture already in the kiln air controls the amount of moisture which the air may take up in addition thereto. To control the amount of moisture which remains continuously in the kiln air, therefore, controls the rate of drying. The moisture in the kiln air is expressed as its relative humidity, can be readily ascertained by means of the hygrometer, and is prescribed in the various drying schedules for the different species and thicknesses and their moisture content. These schedules have been found satisfactory in service and are reliable if properly applied.

The natural method of controlling the proper percentage of vapor saturation of the kiln air is by removing its surplus moisture only to the point required and no more, so that this air when it shall again become heated to the desired temperature in passing over the heater coils will have the correct relative humidity as required by the schedule before it enters the lumber pile. This is comparatively easy of accomplishment in some kilns and more difficult in others.

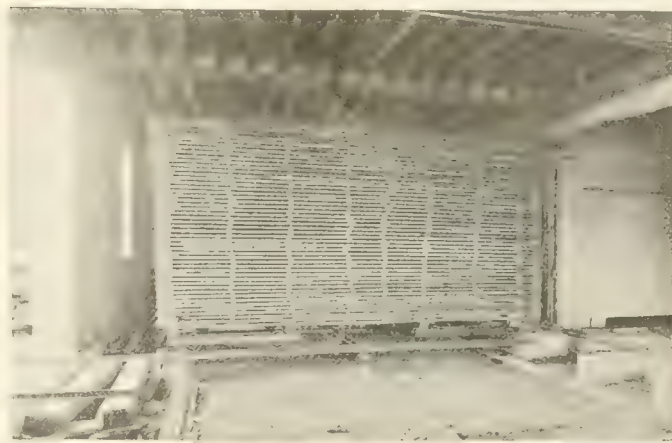
To begin with, the kiln should be reasonably airtight in its construction and doors to prevent undesirable outside interference by infiltration of dry outside air, or too much leakage of the inside air from the kiln. Next, it is necessary that the walls, floors and ceilings should be moisture-proof in their construction to prevent moisture absorption during the early stages of drying, and the giving up of this moisture (which may amount to a great deal) later on in the drying period. Such conditions of leakage of kiln air and of moisture transfer interfere seriously with good kiln drying, increase unnecessarily the drying time, and likewise increase the drying cost.

Properly constructed kilns of the Tiemann Spray type are the most positive in humidity control of the kiln air. The sprays, however, can only be used during the forepart of the drying period and must later be supplanted by condensers.

Straight condensing kilns with properly located and constructed condensers are likewise quite flexible in control of humidity in airtight rooms.

The humidity control of moist air fan kilns is very easy of accomplishment and very certain, although in some cases the writer has found it necessary to add moisture rather than subtract it, owing to the accelerated leakage loss by the rapid movement of the air, which addition is easily accomplished by a steam spray at the blower, and is very positive and constant in result.

With kilns employing gravity, or so-called natural ventilation for their humidity regulation, the accomplishment is not quite so positive, there being much interference by the varying condition of the outside atmosphere, its changes in direction and intensity of wind pressure.



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Greater Profits and Better Work with Properly Dried Lumber

Lumber for fine cabinet work and good furniture, seasoned in a Sturtevant High Humidity Dry Kiln will not twist, warp or crack; the glue will hold and the joints will stay put. The green lumber can be put in this Kiln straight from the saw, eliminating delays and increasing your profits. With the



High Humidity Dry Kiln

The Kiln with a circulation you can understand

the moisture and temperature is kept exactly as you want it, day after day.

The moist, warm air is circulated and recirculated reaching every part of the lumber; consequently there is little or no wastage—another source of profit.

Isn't it worth your while to write for the new catalog 282? It is full of data and information that is of vital interest to you in your business.

615

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OPERATION OF LUMBER DRY KILNS

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TRAINING OF KILN OPERATORS A SPECIALTY

Nevertheless, all other conditions being favorable, good results can be obtained with systematic attention in these kilns.

Ideal Drying Arrangements

If it were practically possible to construct and maintain a kiln so as to keep the moist air outflow and the fresh air inflow in a perfect state of balance continually, irrespective of atmospheric influences, and to employ the gradually increasing vapor tension within the kiln as the only motive power in the intermittent ejection of the accumulating surplus moisture, we would have the ideal kiln, from the standpoint of moisture removal at least. Since this cannot be accomplished, it is necessary to make use of the gravity difference between the warmer (and lighter) inside air, and the colder (and heavier outside air, and the varying condition of the latter makes careful and continuous attention rather necessary to successful drying of hardwoods in kilns of this type.

In some ventilated kilns air exchange is aimed at through vapor expansion, supplemented by aspirating steam loops in the exit flues, and carefully counterbalanced dampers on top of these flues are used to regulate this air movement. Fresh air supply is by hand regulation.

The only means to correctly ascertain the humidity condition of the kiln at the disposal of the operator is the Hygrometer, and this can be considered as reliable only if used in rapidly moving air. An ordinary dry and wet bulb thermometer used in still air will not indicate exact wet bulb temperature and is misleading in nine cases out of ten.

Excepting the moist air blower kilns or the Tiemann Spray Kilns, where the condition of the rapidly moving air can easily be determined by a hygrometer placed into the duct, the operator should have a hygrometer which creates rapid air movement over the wet bulb thermometer by means of an electrically driven small fan. Provision should therefore be made for electric connections on the outside of the kilns, between the doors, and moisture-proof extensions of sufficient length will enable the operator to place the hygrometer well into the kiln, sufficiently distant from the door, to obtain the true condition of the kiln air. Even with the fan attachment at least five-minute running of the fan at the desired location is essential for a correct reading.

Recording hygrometers with long extensions, the bulbs properly located in the kiln, are very desirable, because they permit continuous reading of the kiln conditions without entry of the kiln or disturbance of these conditions by opening of doors, and at the same time furnish a continuous record, but such instruments cannot furnish even approximately correct information, unless regularly inspected and taken care of, and unless located in moving air, or better still, when equipped with some means for mechanical movement of the air over the wet bulb, which latter, however, is somewhat difficult to maintain in a kiln in which high humidity must prevail at times, or where lumber has to be steamed on occasion.

In conclusion, the writer wishes to strongly impress the statement that the very best kiln equipment which human ingenuity may design and construct will supply only about one-fifth of the successful results desired; the other four-fifths must come from the competent, careful and systematic management of this kiln equipment.

(Concluded)

Special Study of Blue Stain to be Made

A special trip to the southern states to study sap stains and molds on both hardwoods (principally gum) and pines (southern yellow pine) is being made during June by E. E. Hubert, a representative of the Forest Products Laboratory, and the Bureau of Plant Pathology. The principal wood-using association headquarters and the important regions concerned in the problem of control will be visited in the following order: St. Louis, Missouri; Greenwood, Mississippi; Shreveport, Louisiana; Alexandria, Louisiana; New Orleans, Louisiana; Bogalusa, Louisiana; Atlanta, Georgia; Nashville, Tennessee; Memphis, Tennessee.

McIlvain Discusses Improvement in Lumber Business and Rise of Own Firm

"A ten per cent increase in the lumber trade has so far been shown this year over the same period of last year, caused by the slow but certain increase in business in the past few months in all kinds of industries in Philadelphia," according to J. Gibson McIlvain, president of the J. Gibson McIlvain Company, Inc., of 58th street and Woodlawn avenue, Philadelphia, Pa. "I cannot give an exact statement of fact concerning the amount of lumber that will be sold this year, but I feel sure it will certainly be of greater percentage than the year of 1921. The city of Philadelphia, itself, has always demonstrated great progress in industrial development, starting from the early days of its foundation up to the present time. The building of the Delaware River bridge and the future Sesqui-Centennial to be held here in 1926 are good examples of the continuing prosperity of our city; an idea of the rapid growth of the lumber trade can be given by tracing the rise of the J. Gibson McIlvain Company from the beginning.

"The J. Gibson McIlvain Company started business in 1789 in the vicinity of 34th and Market streets. Its founder was Hugh McIlvain, my great grandfather. Like most men of his time, he had a modest beginning, but by 1801, due to a rapidly growing business, he took his brother, Richard, into the firm as a partner, the organization then being known as Richard and Hugh McIlvain from 1801 to 1832. On the death of his brother, Hugh continued the business as H. McIlvain from 1832 to 1835. He was joined by his son James in 1835 and the firm became known as H. McIlvain and Son from 1835 to 1838, with the office and yard moved to the corner of 34th and Market streets.

In 1839, the brother of James joined the firm and James and Hugh 2nd went under the name of James and Hugh McIlvain.

It was around this time in 1839, in the beginning years of the business, that the lumber was cut in the northern part of the state. It consisted principally of hickory, oak and white pine and was shipped down the Delaware and Schuylkill rivers on rafts. About 1854 a change was made in securing the logs, as the supply had by this time run out in the state. The lumber was then cut in upper New York state and sent down the Hudson river on rafts from Albany to New York city; here it went by way of the canal from New York to Trenton and from Trenton to Philadelphia by way of the Delaware and Schuylkill rivers.

The year 1854 saw also some new changes made in the personnel of the company. On the death of his brother James, Hugh McIlvain conducted the firm as Hugh McIlvain from 1854 to 1868. In 1868 Hugh let his son, J. Gibson, my grandfather, into the business and it was known as Hugh McIlvain and Son. The firm continued under this name until 1879, when on the death of Hugh McIlvain, his son James carried the business on by himself under the same name until 1883. The style was changed and read J. Gibson McIlvain. This lasted till 1888, when J. Gibson, my father and his brother, Hugh 3d, came into the organization, changing the name to J. Gibson McIlvain and Company. This name has held ever since and is the great name in the company.

In 1898 we celebrated our One Hundredth Anniversary by a removal of our office and yard from 34th and Market streets to 58th and Woodlawn avenue. Here we had the increased facilities of 2,500 feet of trackage in our yard, as both the Pennsylvania and the Baltimore & Ohio railroads ran tracks into our place. We were enabled, being but a short distance from the Schuylkill river, to receive and ship lumber by rail and water. A large shed was built, which has been so increased in size from time to time, that today it has a capacity for storing 16,000,000 feet under cover. We are, therefore, in a position to handle lumber of all kinds to the best advantage.

"In 1903 I entered the firm and it was then conducted by J. G. McIlvain, Hugh McIlvain and J. G. Gibson McIlvain, Jr. In 1908 my brother Walter joined. My father died on February 9, 1920, and my uncle, H. McIlvain, retired from the firm on July 23, 1920. On December 1, 1920, the J. Gibson McIlvain Company purchased the business, under which style it has since been conducted. The present officers are: J. G. McIlvain, president; Walter B. McIlvain, vice-president; Benjamin Heritage, secretary, and Harry Z. Harrison, treasurer. The directors are composed of the above officers and Frank N. Worrell and Russell Duane.

"The business has changed hands from succeeding generation to succeeding generation three times. Each member of the family on taking charge has added some new improvement in the method of handling the lumber or some new addition to the yard or office.

"As it has been formerly, it is also our intention today to carry a well-assorted stock of the different varieties of hardwoods, white pine, yellow pine and general building lumber, so as to be prepared to fill any orders at any time promptly from a well-seasoned stock. The fact that we have carried the business on from succeeding generation to succeeding generation with a continuing volume of trade surely speaks well for the quality of our lumber and service, and shows we still have a prosperous future ahead of us."

West Virginia Hardwoods

85 Per Cent
of All
Hardwoods
is
Consumed
in this
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Oak
Yellow Poplar
Basswood
Maple
Chestnut, Beech
Birch, Cherry
Hickory, Ash
Walnut

WEST VIRGINIA has long been celebrated as a production area for QUALITY Hardwoods. Her geographical location lends itself to SERVICE, which is so necessary in these days of keen competition. When you want the happy combination of QUALITY and SERVICE it is yours for the asking.

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Shipping Point, Erbacon, W. Va.

American Column & Lbr. Co.

Brunson Building, Columbus, Ohio

Smoot Lumber Company

Cowen, West Virginia

Mfrs. Maple and Chestnut Lumber

The Meadow River Lumber Co.

Manufacture High Grade

Oak, Maple, Beech, Birch

FLOORING & HARDWOODS

RAINELLE, WEST VIRGINIA

Rockcastle Lumber Company

Headquarters

Huntington, West Virginia

Manufacturers W. Va. Hardwoods and Hemlock

MILL—Seth, West Virginia

Annual Capacity, 22,000,000 Feet

The Wilson Lumber Company

Wholesalers and Manufacturers

HARDWOODS

BAND MILL: Mill Creek, W. Va. OFFICE: Elkins, W. Va.

Sharpnack Lumber Company

Mfrs BAND SAWED WEST VIRGINIA HARDWOODS

White Oak Red Oak Yellow Poplar Chestnut Basswood Beech Maple Hickory Walnut

Band Mill and Mill Office: VERNER, Logan County, West Virginia

General Offices: 1015-1016 First National Bank Building

HUNTINGTON, WEST VIRGINIA

(Address all Inquiries to Huntington Office)

All lumber band sawed and of our own manufacture. We can ship straight cars of

4/4 to 8/4 of any grade in all kinds of lumber which we list.

(Continued from page 26)

The statistical reports submitted indicate a large increase in all association activities, particularly the Credit Bureau. Since the annual meeting 17 applications from new members and other reinstatements of old members were considered, putting the membership to date 525, compared with 513 a year ago. Three members were expelled for non-compliance with by-law requirements.

The committee attending the American Lumber Congress submitted a complete report, the trustees expressing the hope that the congress could function as a spokesman for the lumber industry on fundamental matters, such as standardization, and steps were taken to offer the co-operation of the association toward this end.

In the matter of lumber standardization, President Schuette announced that according to the annual meeting action, he had appointed a committee on lumber standardization. The secretary outlined the circumstances which led to his conference with Secretary of Commerce Hoover, resulting in an invitation to the committee to attend the preliminary conference at Washington in May. The committee's report embodied in a bulletin to members June 2, and the statement made by President W. H. Schuette to the conference were approved. The delegation at Washington had requested that hardwoods be considered separately from softwoods, since which time the committee on lumber standardization recommended to the trustees that they regarded the inspection rules of the National Hardwood Lumber Association sufficiently satisfactory to make an additional standardization in hardwood lumber grades unnecessary. This was promptly considered by the trustees, and Secretary Schupner dispatched the following telegram to Secretary of Commerce Hoover, June 10:

"Our board of trustees, consisting of lumber producers and wholesalers, has unanimously and emphatically endorsed the statement our president, W. H. Schuette, made to the Standardization Conference on May 25 that softwoods and hardwoods should be considered separately. Our trustees believe that the inspection rules of the National Hardwood Lumber Association now nationally and internationally used by the hardwood industry and accepted by consumers and wood using industries make an additional standardization in hardwood grades unnecessary. These standards and inspection protection are the result of twenty-five years' effort, in which consumers' interests and requirements have always received consideration and the manner in which these rules are administered afford complete protection to hardwood consumers."

This was affirmed by the trustees, who further voted to co-operate with the National Hardwood Lumber Association in the carrying out of the action previously taken at the hardwood convention seeking to co-operate with the Secretary of Commerce in his standardization plants, in the spirit of the above telegram sent to Mr. Hoover. At the second Standardization Conference in Chicago, July 21-22, the association will be represented by C. V. McCreight, chairman of the association's lumber standardization committee.

On the matter of the hardwood sales code, F. S. Underhill, chairman of the delegation, which appeared on behalf of the association at the Chicago conference July 21, reported in detail. While it was recognized the amended code was not a perfect instrument, it was regarded as a step in the right direction, and the trustees voted to recommend the code to its members, which is effective only as applied by buyers and sellers in their contracts.

It will be recalled at the annual meeting at Washington, a strong invitation was received from the Pittsburgh Wholesale Lumber Dealers' Association to hold the next annual meeting in Pittsburgh. This was adopted by the trustees, the matter of time and other details of the meeting being referred with power to the executive committee.

McClure Names His Executive Committee

John W. McClure, president of the National Hardwood Lumber Association, has appointed his executive committee for the current year, as follows: J. W. McClure, chairman, Memphis, Tenn.; E. V. Babcock, Pittsburgh, Pa.; Horace F. Taylor, Buffalo, N. Y.; Charles A. Goodman, Marinette, Wis.; Charles H. Barnaby, Greencastle, Ind.; Earl Palmer, Memphis, Tenn.; W. E. Chamberlin, Boston, Mass.

With the Trade

Baltimore Lumber Plants Heavily Damaged by Fire

Lumber yards and wood working establishments in Baltimore suffered a loss estimated at not less than \$150,000 to \$200,000 by fire on the evening of June 23. There were, in fact, two fires. One of them started in the factory of the Acme Box Company, at the southeast corner of Eden and Fleet streets, late in the afternoon, from some unknown cause, and the other broke out almost at the same time in the yard of the Shinnick Lumber Company, 720 South Carolina street. Both fires, because of the inflammable nature of the material which they had to feed on, spread rapidly, sweeping away the hardwood yard of James J. Lannon, southwest corner of Eden and Aliceanna streets, adjoining the Acme Company plant, and destroying also a freight shed of the American Express Company, at Lancaster and Caroline streets, while more or less damage was

sustained by the factory of the H. D. Dreyer & Co., Inc., at Aliceanna and Fleet streets. Various other lumber establishments, among them those of the James Lumber Company, the MacLea Lumber Company, Otto Duker & Co., and the J. H. Duker Box Company, were threatened, but the work of the fire department proved effective in saving these properties. The loss on the plant of the Acme Company is estimated at \$35,000 to \$50,000, on the Lannon yard at \$50,000; on the Shinnick Company plant, which makes a specialty of ship ceiling, at \$10,000; on the freight shed at \$10,000, and on the Dreyer factory at \$5,000. Practically the entire loss is covered by insurance, and arrangements have already been made to rebuild.

Talge Company Fights Damage Suit

The trial of the suit of Otto Burrows against the Talge Mahogany Company of Indianapolis, Ind., which was venued to Lebanon, Ind., is being heard in that city. Five days of the last week of June were required for the plaintiff to present testimony. According to the contention of the plaintiff Burrows was injured in April, 1916, while employed in the Talge plant, when a piece of timber from a conveyor dropped on his head. He claims that his injuries are permanent and is seeking to recover \$25,000 damages. The case was tried in Lebanon four years ago and Burrows received a judgment for \$7,500. An appeal to the state supreme court resulted in a reversal of the judgment and the case was sent back for retrial.

Byrd Company Formed in Indiana

The Byrd Lumber Company has been incorporated at Marion, Ind., with a capital of \$60,000. The directors of the company are Louis E. James, Lillian C. Broadbent and Oscar C. Bradford.

Indiana Rate Hearing Set for Mid July

Continuance until fall of hearings on the demand of Indiana manufacturers of furniture, agricultural implements and automobiles for the elimination of what are said to be unfair freight rates on twenty-three trunk lines operating from Chicago to the Pacific coast has been refused by A. B. Cronk, chief of the rate division of the Indiana public service commission. Hearings are scheduled to start before the middle of July, before an examiner of the Interstate Commerce Commission at the Indianapolis federal building. Mr. Cronk sent a letter Saturday to W. F. Cleveland, Chicago, traffic manager of the Chicago & Northwestern railroad, and representative of the other railroads affected, saying that Indiana manufacturing concerns operating under the freight rate schedules are being discriminated against to such an extent that delay is impossible.

A comparison of rates paid by Indiana and Illinois shippers is to be presented at the hearings by the Oliver Plow Company, the Studebaker Corporation, the Ft. Wayne Corrugated Paper Company and the Indiana Furniture Manufacturers' Association, and representatives of manufacturers of Evansville, Indianapolis, Vincennes, Terre Haute, Richmond and a number of other Indiana cities. Probably the most important of the hearings will be that on kitchen cabinet rates to points east of the Mississippi river. More than eighty per cent of the kitchen cabinets made in the United States are made in Indiana, it is said. The rate on kitchen cabinets is one and one-half times the rate charged against other articles of furniture east of the Mississippi. To points west of the river, the cabinets now carry the regular rates for furniture. The commission will seek a regular rate on cabinets throughout the entire country. The commission also will seek a lower rate affecting the Indiana log industry.

MacLaren-Holcomb Nuptials

On Wednesday evening, June 28, David B. MacLaren, well known hardwood lumber dealer, of Evansville, and Miss Helen LaCleda Holcomb, also of this city, were united in marriage, the ceremony having been performed by the Rev. A. M. Couchman, pastor of the Central Methodist Episcopal church of Evansville. Mr. MacLaren has been engaged in the lumber business in this city for a number of years and formerly was the president of the Evansville Lumbermen's Club. The bride is the daughter of the late Silas M. Holcomb, of Fort Branch, Ind., and a sister of Judge Oscar Holcomb, a member of the supreme bench of the state of Wisconsin.

Gus E. Bauman, of the G. E. Bauman Hardwood Lumber Company of Evansville, is back from a business trip to Memphis and the south and reports that there has been some improvement in the trade situation in that section of the state.

Elmer D. Luhning, of the Luhning Lumber Company of Evansville, has been re-elected a director in the Mercantile-Commercial bank here.

New Panama Highways to Increase Wood Imports to New Orleans

With the completion within less than a year of a network of highways which will open more than 1,000,000 acres of virgin hardwood forest on the west coast of Panama, New Orleans will establish itself more firmly as one of the great world markets for precious woods, according to E. de la Ossa, consul general of Panama in the Crescent City. Panama City is the terminus for the roads under construction. They will extend for a distance of approximately 150 miles into the mountains, which are said to contain more than 145 varieties of hardwoods, consisting of mahogany, walnut, rosewood, cedar and dyewood. Added to this wealth of forest products are medicinal plants and herbs which have failed to find their way to the markets of the outside world because of the inaccessibility of the mountain regions where they grow in abundance. The system of roads now being constructed will make it possible to reach forests of great extent and incalculable wealth, according to the New Orleans Panamanian consul general.

Your Source of Supply

may not be a serious problem right at this particular time, but it's a subject well worth your consideration.

A pronounced shortage in hardwoods is already apparent, due to the heavy rains and flood menace which have been sufficient to bring logging operations to a standstill.

The average consumer of lumber is acquainted with these serious conditions and knows that active demand continues, and that dry lumber will become more and more scarce.

Don't take any chances. Build up your broken stocks now.

We are still able to give buyers of Southern Hardwoods quick service on high grade, well manufactured stock.

PAEPCKE LEIGHT LUMBER COMPANY

GENERAL OFFICES

Conway Building
111 West Washington Street
Chicago, Illinois

BAND MILLS

Helena, Arkansas
Blytheville, Arkansas
Greenville, Mississippi

WE OFFER for immediate shipment the following, thoroughly dry band sawn Yellow Cypress:

CYPRESS

4/4" No. 1 Com., 8-12" .200,000'
 4/4" No. 1 Com., 3-7" .200,000'
 4/4" No. 1 Com., Reg. .100,000'
 4/4" No. 2 Com., 8-12" .200,000'
 4/4" No. 2 Com., 3-7" .100,000'
 4/4" Pecky100,000'

We are equipped to resaw and dress the above stock.

MILLER
Lumber Company
 MARIANNA, ARKANSAS



Baltimore Exports Reach Low Level

Baltimore exports of lumber and logs make a decidedly poor showing for the month of April, the report for which period became available the latter part of June in complete form. The aggregate declared value of the shipments for the month did not exceed \$55,511, against \$115,805 in April, 1921, and is about the smallest recorded.

New Wheel and Rim Company

The Indiana Wheel & Rim Company has been organized in Indianapolis, with a capital stock of \$10,000, and incorporated under Indiana laws. The company plans the production of specially constructed wheels and rims, and will start production as soon as a suitable location can be found. The organizers of the company are John H. Smart, P. W. Studer and Carl B. Ford.

New South Bend Company Buys Plant Site

Announcement has been made that the newly organized United States Lumber & Supply Company of South Bend, Ind., has purchased from the Malleable Steel Range Company of that city a tract of ground 140 feet wide and 373 feet deep, with track facilities for use in the construction of one of the two lumber plants it expects to build. Offices and sheds will be erected at once and the plant will be equipped with modern machinery. A considerable stock of lumber already has been ordered and the company expects to begin operations some time in July. The company has purchased ground in another section of the city for a branch to serve that section, and work already has begun on the erection of offices and sheds at this location.

The organizers of the company are G. J. Bader of Whiting, Ulrich J. Hiss, John G. Schaub, Frank C. Toepp, Jr., and G. A. Farabaugh, all of South Bend. The directors of the \$100,000 company are John G. Schaub, Frank C. Toepp, Jr., C. J. Bader, Ulrich J. Hiss, Fred J. Smith, Hubert Archambeault and Clarence W. Bader. In addition to the above named men John J. Woolverton, Howard L. Woolverton, Hugh Woolverton and E. A. Coates are stockholders in the company.

The management of the new company will include the following personnel: President and treasurer, John G. Schaub, who also is vice-president of the Williston Construction Company; vice-president and assistant manager, Hubert Archambeault, formerly of the Indiana Lumber Company and the South Bend Lumber Company; secretary and general manager, Ulrich Hiss, for more than two years manager of the South Bend Lumber Company.

Veteran Wholesale Lumberman Dead

Charles L. Monger, 55 years old, for twenty years prominent in the wholesale lumber trade at Elkhart, Ind., died recently at his home in Elkhart of pernicious anemia. He had been ill for more than a year. He is survived by the widow, a son and a daughter. Mr. Monger was active in the work of the Methodist Episcopal church and was a liberal supporter of the anti-saloon movement, being head of an Elkhart organization in the first local option campaigns about fourteen years ago.

Farris Mill Destroyed by Fire

The big sawmill of the Farris Hardwood Lumber Company was destroyed by fire on the night of June 17. The loss to the company was estimated at \$40,000, covered by insurance. The cause of the fire was not known. The large lumber yards of the company were saved by the fire department after a hard fight; location, Nashville, Tenn.

The company is composed of A. C., L. H. and W. M. Farris, Jr., and had a splendidly equipped plant. Steps were taken at once to arrange to temporarily care for the company's business until permanent plans can be perfected.

Hardwood News Notes

MISCELLANEOUS

The King-Haase Furniture Company, located at Memphis, Tenn., has increased its capitalization to \$350,000.

The Mid-West Chair Company and the St. Joseph Furniture Company, both of St. Joseph, Mo., have incorporated and consolidated, adopting the title of the Mid-West Furniture & Chair Company.

K. E. Stahl will manufacture toys at Wilmington, N. C.

The Valisebed Corporation of America, with a capital of \$100,000, has incorporated at Wilmington, Del., to manufacture trunkbeds and valisebeds.

The Cleveland Kitchen Table Company, Cleveland, Ohio, is reported in the hands of a receiver.

The Foy Lumber & Manufacturing Company, manufacturer of cradles and chairs, is carrying on the business formerly operated under the name of the Banner Manufacturing Company, Mt. Airy, N. C.

Furniture Makers Booking Good Business at Summer Markets

Purchases Reveal an Approach to Normal Conditions; Bulk of Buying Is in Medium Priced Lines

That the furniture industry has, since January, made further substantial progress through the wilderness of Depression toward the promised land of Normalcy, is indicated on every hand at the annual mid-summer market in Chicago, which opened on June 19 and will continue until July 15. The signs and symbols of recovered prosperity are many. The sales manager of a large organization manufacturing bedroom suites, declared: "We have had the best business since 1920. We are sold ahead to September 1, which is as far ahead as we will book orders for." Another sales manager for a bedroom furniture making institution, when asked about "business," held up a handfull of orders, which must be returned because his production is already contracted ninety days ahead. The star salesman of the great Showers Bros. institution declared that the best business in the history of the organization is being done in this market. The president of a large consolidation of furniture factories, who desired to be conservative in his statement, asserted that "we have done a good business. It is a marked improvement over January. We are sold up to ninety days." "The best business in our history," said a Chicago dining table manufacturer. A Rockford manufacturer of fine dining room suites declared that "business is very satisfactory; much better than in January." Another manufacturer, when asked to compare the business of this market with January estimated 50 per cent increase in orders booked. Reports of good business were made alike by case goods, chair, table, upholstered, novelty, all kind of furniture lines. Out of many approached by Hardwood Record for expressions on the business of the present market, not one failed to say that business was vastly improved over January and very satisfactory. Business is not yet back to normal, it was said on every hand, but it is "good!"

Size of Orders Increased

The size of the orders and the attitude of the buyers toward prices gives evidence of an almost complete return of their confidence. They no longer appear to be afraid to place orders for the stocks they need. The individual orders are larger than was the rule in January, when buyers made a practice of purchasing only their most minimum requirements. There is a noticeable lack of rumors on this market; virtually no talk of price slashing, and kindred reports that characterized the markets of 1920 to January of this year.

In general, prices have remained about as they were in January, though there have been small reductions in some lines and slight increases in others. However, prices have been steady since the opening of the market and this has added to the confidence of the buyers. The general feeling is that prices are pretty well adjusted to the new conditions, or at least, that they will not go any lower. It is believed by the majority of those on the market that if any changes in prices are made within the next few months they will be upward. To support this contention the manufacturers point to the fact that lumber and glass prices are advancing. It is believed that prices would be a good deal higher now than they are, if it were not for the severity of the competition that prevails. Manufacturers of furniture have been compelled to absorb recent advances in raw materials in order to get their share of the business. They will tell you, too, that they are giving better values for the money than they were in January. They are showing lines more carefully constructed and with more material in them than were exhibited in January.

In the matter of styles there have been no marked changes since January. The Italian renaissance is still the leading period in dining room and living room furniture. In the bedroom lines the Queen Anne, Adam and the French periods are still largely shown. But there is a great deal of evidence of increased individuality in the interpretation of the various periods. The manufacturers have tried to apply to their lines individual touches, which will give a tone of newness and thus meet what they believe is the demand of the buyers for something "different." In the bedroom and dining room lines the duo-tone effects are everywhere in evidence, and the chief efforts at decoration are made in this way. The conquering sweep of walnut has continued to a remarkable extent, and a great deal of highly figured and burl wood is shown. The "tragedy of mahogany" is more apparent than ever. Mahogany has almost disappeared. Many of the lines are not showing any mahogany at all. Everywhere there is walnut and walnut finish, and though some orders for mahogany are being booked, it amounts to only some fifteen per cent as compared to 85 per cent walnut. Some left over lines of mahogany are being shown, which their offerers say are receiving little attention from the buyers.

Oak Shows Further Recovery

Oak is showing further recuperation in demand, largely as a result, the manufacturers say, of the improvement in the employment situation in the industrial regions and the returning prosperity of the Western and Southern agricultural sections. Oak in the staple lines is going better than it has for years.

The buying is more generally distributed than it has been since the first market of the depression period. All regions are in the market for something like their normal requirements.

The feature of the market is the demand for the medium priced lines, indicating a recovery by the middle class of its buying power. The cheap lines are also in good demand, because the industrial workers are getting back their jobs and the farmers again have money to spend.

The fact that the buyers are buying more freely and in larger quantities and evidence much more confidence in the stability of prices than for two years, does not mean that they are not exercising considerable care in buying. They are shopping around a great deal and are questioning offerings closely. They must be shown that they are getting a good deal for their money, or they won't buy. They are showing no excess of eagerness, but commendable caution. The manufacturers, on the other hand, are inclined to meet their demands and they are not in the "take it or leave it" state of mind that developed during the boom period. Some manufacturers are disposed to question the probability of price advances in the fall and will argue that lumber and other materials will not make advances that will warrant increased furniture prices, because in the fall the heavy production season of both the automobile and the building industries will come to an end. They consider the present tendency of the buying public to resist advancing prices and do not desire to hamper the restoration of normal demand by price increases.

Harry Klein of the Louisville Veneer Mills reported the mills on a better running time and said that while there is not much buying the outlook is encouraging and prices will advance in the fall. The market has a better tone, Mr. Klein says.

Veneer and Plywood Trade in Better Condition Than for Many Months, Chicago Members of Trade Declare

According to the experience of Chicago manufacturers and distributors of veneers and plywoods the trade is in a happier situation today than it has enjoyed since the first days of the now historic slump in American business. During the last month and more demand for all items has increased, and though there have been no marked advances in prices, prices of some items have gone up and, in general, are firmer than for a long time. The good business which is being done on the mid-summer furniture markets is already being reflected in the purchasing of veneers and panels, while the demand from building sources remains strong. The prospect for heavy August and fall business is considered splendid. The building boom is expected to continue late into the fall, while it is believed that the business which the furniture people are booking on the present markets, together with their autumn road business, will restore demand from this industry to normal, or perhaps increase it to something like boom-time proportions. Prosperity for the next few months seems almost assured. The good demand for the expensive, highly figured items will continue, while demand for medium grade stock will enjoy a substantial increase.

Julius Spicker, Sr., of the Ingalls-Spicker-Ransom Co., stated that business is improving and that he expects heavy buying to develop from the furniture industry soon after the termination of the mid-summer shows. "Real buying will begin along about the first or middle of August," he said. "I understand that the trade in medium priced lines has been good at all the markets and this will mean that medium grade veneer and panel stock will begin to sell. The high class stock can always take care of itself." He expects prices in medium grade stock to stiffen and perhaps advance. Mr. Spicker has recently returned from a trip to Jamestown and he said that the furniture people up there have enjoyed as good business as have the Grand Rapids and Chicago exhibitors. There, too, the bulk of the business was in medium priced lines.

The Veneer Lumber & Plywood Company finds the outlook bright, though the expensive figured veneers and panels are moving slowly at present. May was a better month than June or July, thus far. Buying has not yet assumed a normal aspect, but continues spasmodic, meaning that consumers are not yet inclined to buy for more than brief future coverage, getting into the market only when they are pressed for stock. However, they expect this condition to improve within the next two or three months. They find improvement in quartered oak demand from the desk manufacturers and there is good demand from the fixture people for plain red oak, which is very scarce and hard to get. They are enjoying a good business in figured walnut for special fixture jobs. Prices on walnut items are stiffening.

The R. C. Clark Veneer Company reports a picking up in business, attributable to the good business being done on the furniture markets. Demand is a good deal more general than before, and the future demand from the furniture industry is considered particularly promising. The building trades demand is holding up pretty well. Demand for figured walnut stock is good and is increasing for the plainer stock. During the next few months it is expected that there will be a heavier sale for the lower grades than for a long time. The building trades are making strong demand for oak, both plain red and quartered, and the plain red, particularly in good widths, is mighty scarce. There is plenty of gum moving for draw bottoms, case backs and such purposes. The shortage of logs in the northern region is still acute, making something of a famine in northern items. Prices of fir panels have stiffened considerably since July 1. The fixture trade is taking good quantities of mahogany and quartered oak stock. But this trade is taking very little figured gum.

Tom Dean, of the Dean-Spicker Co., stated that "business is picking up and orders are coming in more briskly. The furniture people are already buying as a result of the good sales made

at the June-July shows. Prices are holding up well and are steady, though competition continues very keen. Figured walnut leads in demand, as usual, but demand for mahogany stock is increasing."

J. R. Dean, head of the firm, who during the winter suffered a "flu" attack and then had to undergo an operation for appendicitis, has fully recovered his health and is again able to do full time at the office.

R. A. Smith, of the Mound City Veneer Mills, declared that demand for all rotary cut veneer items has substantially increased. He had just returned from Grand Rapids, where he found the furniture people doing a good business in the medium priced and cheap lines and, already getting into the market for veneers and panels in a more substantial way than for some time. He finds that prices have not advanced much, but that they are firmer than a month ago. "There is a better feeling in the trade," Mr. Smith said, "and I believe business is going to pick up mighty fast from now on. The furniture industry seems to be approaching normal production, and it is likely to be abnormal soon. I predict a fine business this fall."

Chas. A. Snapp, of the C. L. Willey Company, made the statement that "business is improving very rapidly and we expect a fine business this fall. Beginning in August or September demand is going to be fine." Mr. Snapp's company has enjoyed a very good business for the last two months and June and the first week in July have been better than May, in spite of the fact that July is generally the duller month of the year. Mr. Snapp expects a very good demand for fine figured woods, particularly walnut. Mahogany demand is picking up and quartered oak is coming back. Prices from now on will be stiffening. According to his knowledge of conditions in the furniture industry it is approaching normal production and in the fall will probably have so far improved that some of the factories will be running day and night shifts.

R. M. Bickford, of the J. C. Deacon Co., said that business is better. He is apprehensive of the effect of the rapid increases that are taking place in prices of door stock and other items for the building trades, particularly fir panels. He sees a prospect of good fall business—"a nice, steady demand throughout the next few months." He is finding difficulty in getting deliveries from the mills because of the increasing demands upon them from all sources of buying.

H. P. Walsh, of the Veneer Manufacturers Company, had the following to say concerning conditions in the trade:

"June experienced a decidedly brisk demand for veneers and panels, and with the building activity going ahead on a greater scale than ever, it is expected the volume will be larger this month.

"Conditions at the mills show improvement, though most of them have not their full supply of logs.

"The price trend for lumber is toward higher levels, due to stimulated demand, and as veneer invariably follows the trend of lumber, prices for the latter have a tendency to increase, and advances are already shown on quite a few items.

"Reports from various sections indicate that the threatened car shortage will become acute in the near future as soon as crops start to move. The consumer is wise who anticipates his requirements and places orders before prices have advanced materially, and while it is possible to move stock without delay."

Improved Demand for Mahogany!

The International Mahogany and Trading Corporation, which recently opened up offices in the Whitney-Central Bank building, New Orleans, finds some improvement in the demand for mahogany lumber and veneers. G. W. Guirl, manager, stated that he thought the darkest days were over and that the trend henceforth must be upward.

ALGOMA *the Better* Plywood



Contentment!

Give a man something he likes to work with—something he likes to do—something he can be proud to claim when finished—a happy atmosphere to work in—then he gives you his finest effort. His work is better. He knows contentment.

That is the one secret back of Algoma, the Better Plywood. It is made by home-owners—men whose love of accomplishment is a tradition handed from father to son—craftsmen who keep alive the spirit of Algoma by their resolution to make their product better and better.

Accurate cutting to each dimension; smooth surfaces; skillful matching of the grain; uniform and tenacious gluing—all these are the results of individual and unflagging interest. They are the tokens of Betterness which distinguish the Plywood from Algoma.

Try the effect of contentment on your workmen. Give them working materials which are an inspiration to accomplishment. Use Algoma Plywood—and see how it sets the standard of your plant nearer to perfection.



ALGOMA PANEL COMPANY, *Algoma, Wis.*

PERKINS
183

Trade Mark
Reg. U. S. Pat. Off.



GENERAL OFFICES AND FACTORY

PERKINS
183

Trade Mark
Reg. U. S. Pat. Off.

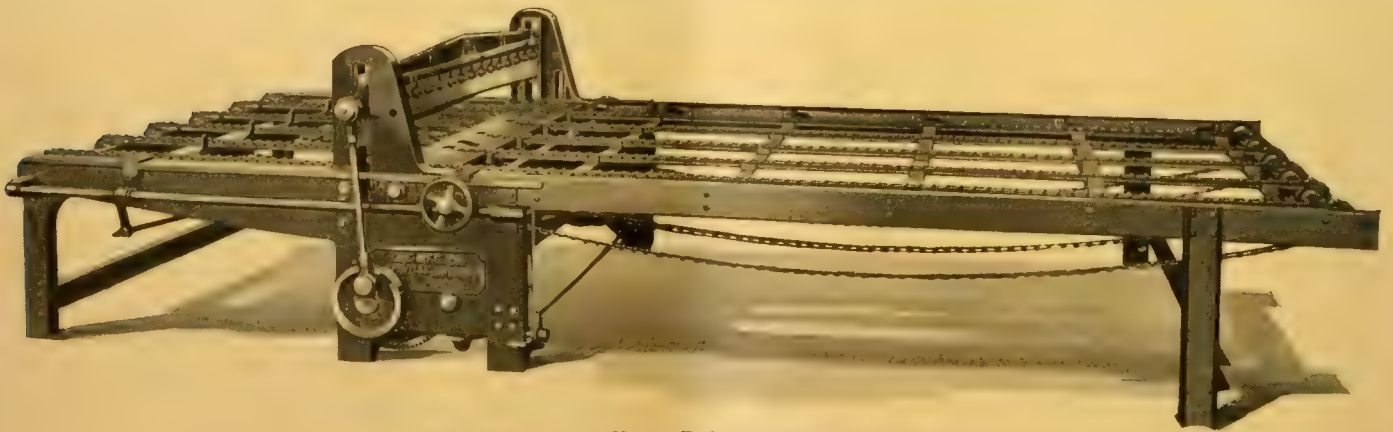
Users of Perkins Vegetable Glue ARE FULLY AND PERMANENTLY PROTECTED

Patents covering Perkins Glue have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and General Offices: LANSDALE, PA.

Sales Office; SOUTH BEND, IND.



The Style "L" Coe Clipper Embodies Many Improvements

The New Coe Clipper

The Coe Manufacturing Co., of Painesville, Ohio, will have their new clipper catalog ready for distribution early in July. It will describe in detail the four new types of clippers which this firm has been perfecting. In addition to the regular power and hand feed type and the automatic machine for use in basket plants, it will describe the new clipper with the discharge table and automatic stops.

The machine is designated as the style "L" and an illustration and description of it are here given. It is intended for use in plants that cut veneer into panel stock. It is equipped with stops on the discharge table which automatically appear and disappear at the proper time and enable the operator to instantly measure the piece to be cut off. The stops, as the name indicates, stop the veneer in its travel past the knife so that the width of the piece, or pieces, cut at any stroke is determined by the

location of the stops. The stops can appear at any distance from the knife from 6 inches to 52 inches. The hand wheel is used to change the location of the stops. There is a graduated scale and pointer in front of the operator which indicates the distance the stops are from the knife. A turn of the wheel will change this distance instantly.

With the stops at the point corresponding to the width of cut desired, pressure on the foot pedal at the right causes the stops to rise and all the chains, both on the feed and discharge tables, to move forward. The stops prevent the veneer from traveling too far. When the veneer reaches the stops pressure is removed from this foot pedal and the chains all stop and the stops disappear. Pressure is then applied to foot pedal at the left and the knife makes one stroke and is stopped again at the top by a very ingenious automatic brake. As the knife starts on its up stroke, the chains on the discharge table automatically

(Continued on page 42)

General view of the C. L. Willey Company's Plant in Chicago, showing frontage on the Chicago River. Our facilities for receiving and shipping, both by rail and water, play an important part in the service we render our customers.



Selected logs are arriving at our plant almost daily, sent in from the markets of the world. Our organization is world wide—our outlet practically unlimited. Willey Veneers are found wherever fine work is appreciated.

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*



GIVING you exactly what you want, when you want it, insures satisfaction to you and ultimate profit to us.

That is why we maintain a stock and equipment so large and an organization so wide in its operations that you will always find here just what you want, in any kind of Veneer or Hardwood Lumber, backed by a service that has *your* interests at heart. No other kind of service could have built the largest Veneer Plant in the world—no less in service and supply can keep it going and growing, as it is.

Keep us posted on your needs—immediate or prospective—and we will keep you supplied with samples, of the general character required. You will thus avoid shortages, hurry-up orders, and possible delays.

C. L. Willey Company

2558 South Robey Street
CHICAGO

W. T. MOORE
Sales Representative for Michigan
110 Pearl St., Grand Rapids, Mich.

W. B. VAN
Eastern Sales Representative
Everett Hotel, Jamestown, N. Y.

*Sir Joshua Reynolds
was the greatest portrait
painter England ever produced*



On the Back of Your
Veneered Tops and Panels
Means Guaranteed Quality

AND his pet possession, the pride of his heart, was a superb cabinet of walnut veneer and plywood construction.

Sir Joshua knew as much, perhaps, about good furniture as anybody of his day—and his choice has been vindicated—for the ancient cabinet is still in existence—beautiful as ever—and, indeed, MORE BEAUTIFUL

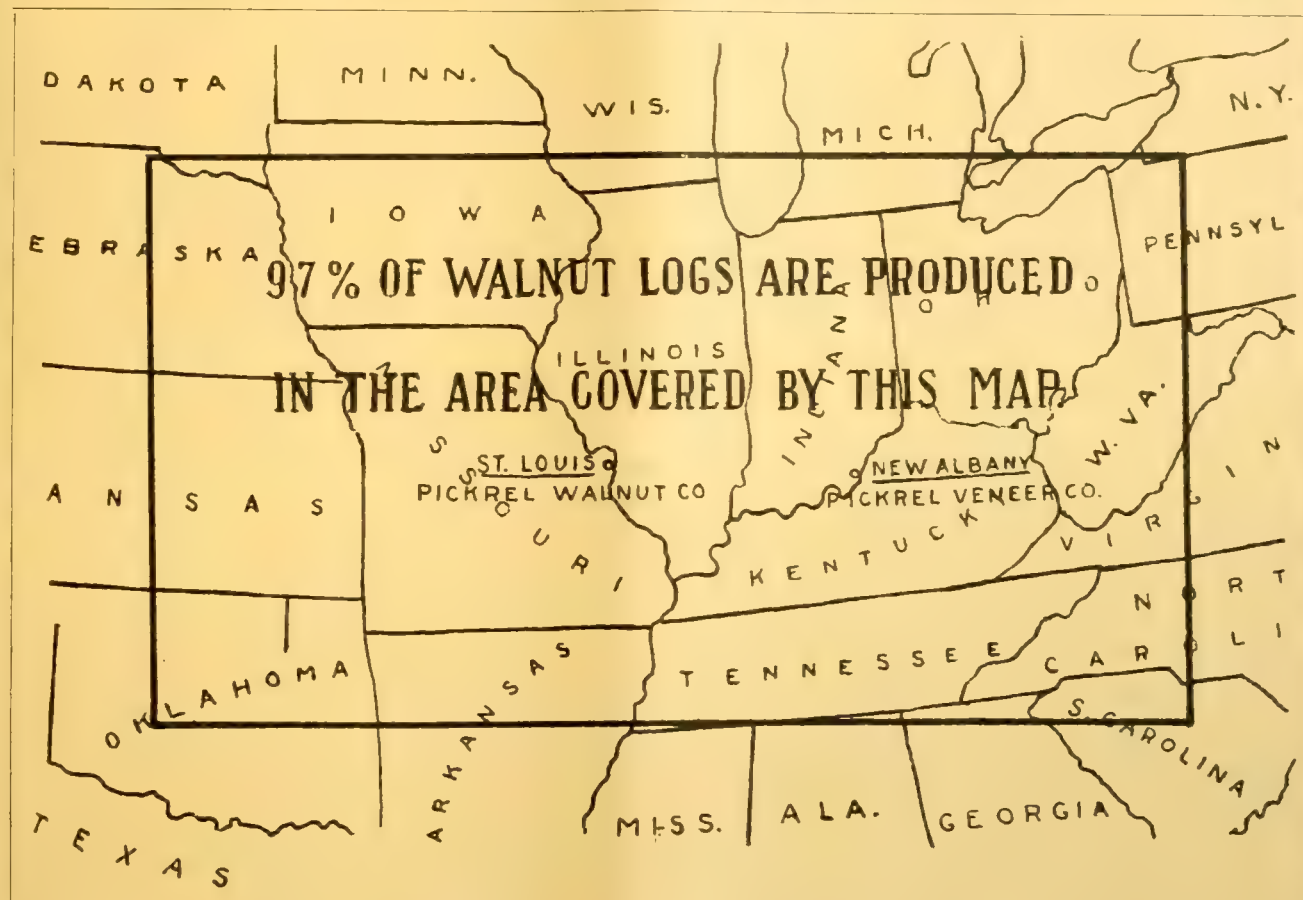
<i>Properly made plywood, like old wine, is but improved with age. We know how to manufacture, and</i>	<i>we do manufacture, as hundreds of our customers will tell you, the properly made kind of plywood.</i>
--	--

In this, the largest plywood plant in the world, we are equipped to serve your every plywood need.

New Albany Veneering Company

New Albany, Indiana

COLLECTION OF LOGS is the keynote of the Walnut Industry



HIGH FREIGHT RATES prohibit excessive hauls for walnut logs. But to produce a desirable selection and quality of lumber and veneers, a wide range of log supply is imperative. This map gives striking proof that through the strategic location of the Pickrel plants, buyers of Pickrel Walnut Lumber and Veneers are insured the pick of practically 100 per cent of the walnut region. Our product is offered on the market in line with lowest competitive prices.

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

**Specialists in
DIFFICULT ITEMS**

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICHIGAN

**Rotary Cut
NORTHERN
VENEERS**

Members of
Maple Flooring
Mfrs.' Assn.

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers. We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring.

GET OUR PRICES

The Northwestern Cooperage & Lumber Company
CHICAGO OFFICES:
812 Monadnock Block
Gladstone, Michigan

MENE, MENE TEKEL UPHARSIN
(You are weighed in the balance and found wanting)
THE HANDWRITING ON THE WALL

The wheel of progress turns steadily —
The oxcart, the horse, the auto, the aeroplane
mark successive steps in the advance
of civilization toward its goal.
Now the hot-pot and the flour-pastes —
non-waterproof and susceptible to heat —
give way to
Casco
Waterproof Glue —
Immensely strong —
Mixed in cold water —
Uniform — Economical
Heat resistant

Write for "CASCO"
Red Book, a manual
on Veneers, Panel-
Making and Glue.

Samples of
"CASCO"
on request

THE CASEIN MANUFACTURING CO.
Largest and Longest Established Manufacturers
of Casein Products in America
15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

(Continued from page 38)

start and travel the length of the discharge table and stop just as the knife reaches the top of its stroke. The veneer cut off is thus delivered to the end of the discharge table.

As an enthusiastic operator becomes familiar with the possibilities of this machine, the saving in time and in veneer are both remarkable. Should it be more desirable to operate the knife and chains by means of hand levers instead of foot pedals, this machine can be so equipped.

Death Comes Suddenly to Max Kosse

Max Kosse, President of the American Walnut Manufacturers' Association and founder of the Kosse, Shoe & Schleyer Company, Cincinnati, died on June 25, at the Christ Hospital, Cincinnati, following an operation. Mr. Kosse, who was one of the foremost walnut and veneer lumber experts in the United States, went to the institution from his home in Avondale, a suburb of Cincinnati, on June 25, to have a boil removed from his right cheek. It was not until six hours after



The Late Max Kosse

Mr. Kosse had entered the hospital that he was operated on. After the boil had been removed Mr. Kosse was operated on for a catarrhal affection from which he had been suffering for several months. He failed to rally following this operation and died soon after being taken from the operating room.

The Kosse, Shoe & Schleyer Company, of which Mr. Kosse was the founder and president, is one of the largest walnut and veneer manufacturing firms in the Middle West. The company is also one of the largest export concerns of hardwood lumber in the country. Mr. Kosse, who was born in Berlin, Germany, came to this country thirty years ago as the American representative of the Theodore Francke Erben Estate of Berlin, importers of American hardwood lumber. He looked after the interests of this corporation in the United States until 1899, when he severed his connections, to organize the Kosse, Penrod & Prouty Lumber Company, which was better known as the K. & P. Lumber Company. In 1911 this concern was succeeded by the Kosse, Shoe & Schleyer Company. Perry V. Shoe, is the only remaining member of the original Kosse, Shoe & Schleyer Company. Mr. Schleyer having disposed of his interests and resigned as treasurer of the company.

Mr. Kosse was apparently in good health a few days before his death. He attended a meeting of the National Lumber Exporters' Association at Chicago on June 22. It was at this meeting that the boil on his cheek made its appearance. He became troubled with the boil at Indianapolis on June 23, where he stopped off for several hours on his way to Cincinnati. He was preparing to motor to Paris, Ky., on June 24 to visit Otto Edwards, the company's log buyer in Kentucky, when the boil became so painful that he was forced to abandon his trip.

(Continued on page 44)



BeVeCo
VENEERS

Bird's-Eye Maple Veneer

*Gives that touch of refinement
to quality cabinet work*

THE delightful beauty of bird's-eye maple has been acknowledged by many generations of home builders. Its lasting popularity reflects as well the inherent quality of the wood. Bird's-eye offers a touch of delicacy not otherwise procurable and for innumerable purposes is indispensable. Bird's-eye for the exceptional bedroom suits, for the delicate boudoir interior, for such refreshing contrasts as drawer linings, where the dark outside effect is used, is incomparable.

The Bird's-Eye Veneer Com-

pany stands practically as the bird's-eye veneer industry. In our selection of logs we canvass practically all points of possible bird's-eye production. The standards of bird's-eye manufacture are based on Bird's-Eye Veneer Company refinements of method. The product offered on our sales floor is indisputably the ultimate attainment in beauty of figure, uniformity of color and consistent perfection of manufacture. Beyond that our service to customers is one hundred per cent conscientious.

May we suggest to you some of the many new uses for bird's-eye which are helping to make profits for furniture, interior finish and other manufacturers?

BIRD'S-EYE VENEER COMPANY
ESCANABA, MICHIGAN



HOW DO YOU DRY YOUR VENEER?

If you
haven't a

COE ROLLER VENEER DRYER

we venture the assertion that many times you have wished you did have one. There is no time like the present to gratify that wish and thus place your plant on a much more efficient basis and give an added quality to your product. If you are not familiar with the performance of this wonderful machine, write us for a list of users and investigate and you will be surprised to find what a handicap you have in being without one.

ALSO SEE THE NEW TWENTIETH CENTURY COE VENEER LATHE

In a short time now we will send you a new Clipper bulletin, in which you will find described our style L Clipper *with the automatic stop*

THE COE MANUFACTURING COMPANY, PAINESVILLE, OHIO, U. S. A.

We Are Now Located
in our
New Fireproof Plant
at
717-723 Park Street

Increased facilities permit of carrying
a larger stock
of

Plywood and Veneers

For quick shipment in car and
less than car lots. Panels made
to your dimensions.

Write or Wire for Prices

Geo. L. Waetjen & Co.
MILWAUKEE, WISCONSIN

Death Comes Suddenly to Max Kosse

(Continued from page 42)

When Mr. Kosse's condition grew worse on June 25, Mrs. Kosse summoned Perry V. Shoe, secretary of the company, who took her husband to the hospital.

Mr. Kosse was a member of the National Lumber Exporters' Association, Cincinnati Lumbermen's Club, Old Colony Club, Cincinnati Business Men's Club, Hyde Park Country Club, Cincinnati Automobile Club and several exclusive clubs in Baltimore, Md., where the export offices of the company are located.

Funeral services were held at the residence on Wednesday afternoon June 28, followed by interment in Spring Grove Cemetery. The honorary pallbearers were: W. W. Knight of the Long-Knight Lumber Company, Indianapolis, Ind., J. C. West, president of the Cincinnati Lumbermen's Club; W. J. Eckman of the M. B. Farrin Lumber Company, Cincinnati; George N. Lamb, secretary of the American Walnut Manufacturers' Association; J. W. Penrod of Kansas City, Mo., and George Wagner of Cincinnati, a personal friend of Mr. Kosse's who is engaged in the chemical manufacturing business.

Father of Jasper Desk Industries Dies at Ripe Old Age

John Gramelspacher, 76 years old, known as the father of the Jasper desk industries of Jasper, Ind., died June 25 at his home in that city. He leaves two sons, George Gramelspacher, manager of the Jasper Veneer Mills, and Gustave Gramelspacher, cashier of the Farmers and Merchants Bank of that city, one daughter and one brother. Mr. Gramelspacher served both in the Confederate and Union armies in the civil war. When he was 12 years old he left his home and went to Owensboro, Ky., and was there when the war began. That state was supposed to be neutral, and Mr. Gramelspacher, being then a boy and anxious to fight, enlisted at the first opportunity, "followed the noise," as he afterward said.

The army he found first was the Confederate army, in which he enlisted, thinking it was the Union army until too late. He remained for sixteen months before he found opportunity to change his allegiance. He remained then in the Union army until the close of the war. After his discharge, he returned to Jasper and entered the drug business for two years. In 1871 he organized the Jasper Planing Mills Company, which he continued until he organized the Jasper Desk Company, the pioneer desk company of that city. The industry grew to such proportions that two other companies were organized and have factories there and a third now is in course of construction. Mr. Gramelspacher was auditor of Dubois county for eight years and was active in Democratic politics.



Hoffman Brothers Company

ESTABLISHED 1867

INCORPORATED 1904

veneers
HARDWOOD LUMBER

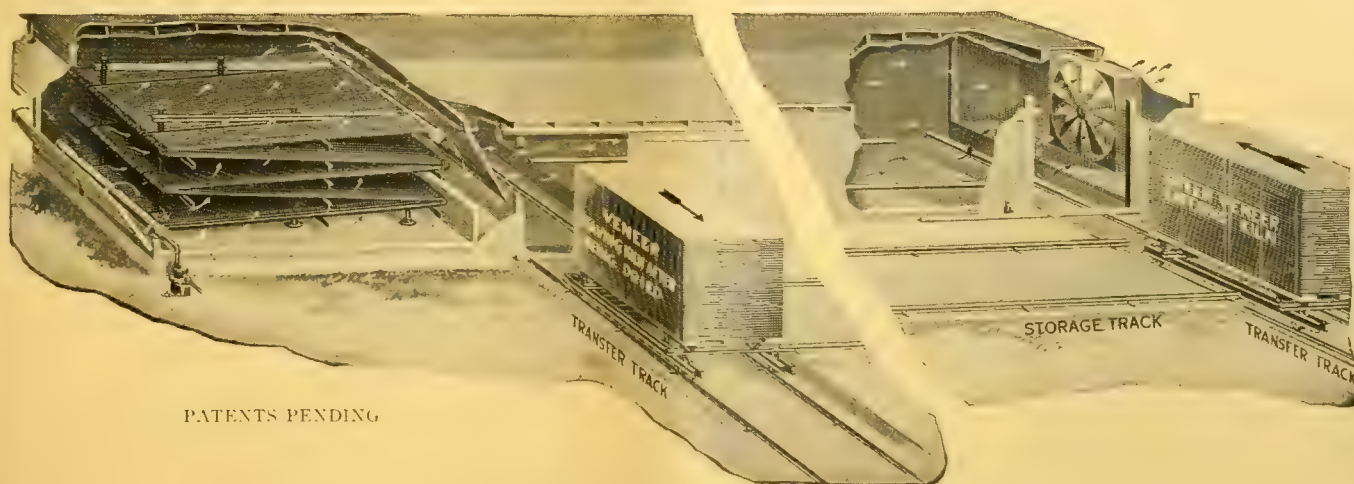
800 W. Main St., FORT WAYNE, IND.

Plants: Fort Wayne, Ind. Kendallville, Ind. Burnside, Ky.

Moore's Air Drying Veneer Kiln

Simple, Efficient and the Cost Is Within Your Reach

MOOORE'S AIR DRYING VENEER KILN gives the operator absolute control over the forces nature uses in its drying process, viz.: volume of air, temperature and humidity. It does even more—it intensifies these forces to suit the various drying problems of the manufacturer. Veneer dried in Moore's Air Drying Process leaves the wood fibre smooth and pores open (no casehardening). It will absorb and hold the glue.



The loaded car of veneer enters at the green end where the suction fan is located, and progresses through the tunnel toward the heating coils to the opposite end where dry load is removed by transfer car.

The volume of air used in the drying is controlled by the speed of the fan, also by the adjustable dampers at both ends of the heating coils—a distinct feature of MOORE'S veneer kiln. The air admitted is heated by MOORE'S efficient heating apparatus through which it passes. A thermostatically controlled temperature regulator is placed on the steam pipe, which automatically holds a uniform heat of any desired temperature. A perforated live steam spray pipe is located in the "Throat" between the dampers so that the heated air passing through the veneer can be tempered to any humidity suited to the kind and thickness of stock being dried.

The building can be constructed of wood, brick, tile or concrete. It can be made any width and length up to 150 feet.

Write our nearest office.

Moore Dry Kiln Company

"Kiln Builders Since 1879"

Jacksonville, Florida

North Portland, Oregon

CHICAGO

FOR

VENEERS and PLYWOOD

There isn't a thing in plain or fancy veneers, there isn't a type of plywood

THE VENEER LUMBER AND PLYWOOD COMPANY

HIGH GRADE

MAHOGANY
WALNUT
QUARTERED OAK } VENEER
PLAIN OAK

MAHOGANY
WALNUT } LUMBER

VENEERED PANELS "A" GRADE

ANY WOOD—ANY SIZE

Office and Warehouse: 401-419 N. Hoyne Ave.
PHONE WEST 6710

Plywood Veneered PANELS

Rotary Veneers

25 Cars all woods, many special sizes,
in CHICAGO WAREHOUSE for
immediate shipment. Get our stock
list. We have the panels.

MILL SHIPMENTS in straight
cars, pool cars, and LCL shipments.

Let Us Know Your Requirements

R.C. CLARK VENEER CO.

"QUICK SHIPPERS"

1650 Besley Court

WALNUT

MAHOGANY QT. SWD. OAK

DELIVERIES
QUICKLY
MADE

EVERY SHEET
CUT FOR
EQUALITY

ANY QUANTITY
L. C. L. OR
CAR LOAD

NO TROUBLE
SPARED TO
SATISFY

VENEERS

LUMBER

THE DEAN-SPICKER CO.

JOHN R. DEAN, President

22nd St. and South Crawford Ave., Chicago

Poplar and Gum

VENEER of Quality

You will get somewhere if you
use good veneer to start with.

We can make prompt shipment

MOUND CITY VENEER MILLS

Sales Offices: 965 West 22nd Street, Chicago

Mill: Mound City, Illinois

CHICAGO

FOR

VENEERS and PLYWOOD

What you can't buy and buy right from these responsible Chicago firms

J. C. DEACON CO.

VENEER, LUMBER and PANELS

We carry on hand in our Chicago Warehouse a complete line of dependable panels for immediate shipment

We Make a Specialty of

BIG TIMBER FIR PANELS

Ask for Our Stock List

2627 S. Robey St., Chicago

PHONE CANAL 0635 AND 0247

VENEER MANUFACTURERS COMPANY

Veneers

Panels

The Finest Line of
FIGURED WOODS
ROTARY CUT VENEERS
PLYWOOD PANELS
in Chicago

Send for Samples of Our Figured Woods

1036 West 37th Street, Chicago

THE Ingalls-Spicker-Ransom Co.

Manufacturers of Walnut, Oak, Mahogany and other cabinet woods in lumber and veneer.

Years of Practical Experience. Our organization is composed entirely of men of national reputation in this industry.

Complete Stock in Warehouse. We now offer at Chicago a full line of high class walnut, mahogany and oak veneers.

WALNUT BUTTS A SPECIALTY

Main Office, Veneer and Saw Mills: Nashville, Tenn.

**SALES OFFICE AND WAREHOUSE
3622-3628 S. Morgan St., Chicago**

PHONE: BOULEVARD 0830

Chicago's Facilities for promptly filling orders for Veneers and Plywood

are unequaled. Well stocked warehouses are maintained in the city by nearly all recognized Chicago firms, or else they can make shipments direct from their own mills.

F.M.BACHMAN CO.

INDIANAPOLIS, INDIANA.



Established 1881

Manufacturers of

$\frac{1}{20}$ to $\frac{1}{8}$ Qt. Sawed White Oak
 $\frac{1}{8}$ Plain Sawed Red Oak
 $\frac{1}{8}$ Cherry
 $\frac{1}{8}$ Walnut
 $\frac{1}{28}$ Walnut Sliced

*Oak & Walnut Veneers
 Indiana Hardwoods,
 Parka Flooring*

PURCELL

**Are You Interested in the
 Following Exceptional Values
 in High Grade Walnut?**

1s & 2s, all 6' & 7' long. . . .
 4/4, 5/4 & 6/4

1s & 2s, all 8' & 9' long. . . .
 4/4, 5/4, 6/4 & 8/4

Selects. . . . 4/4, 5/4, 6/4, 8/4

No. 1 Com. . . 3/8, 1/2, 5/8,
 3/4, 4/4, 5/4, 6/4 & 8/4

No. 2 Common.
 4/4, 5/4, 6/4 & 8/4

ALL STEAMED AND 10
 MONTHS ON STICKS

**FRANK PURCELL
 WALNUT LUMBER CO.**

*A Ranking Name in Walnut
 for Many Years*

Mills and
 Offices
 Kansas
 City,
 Kansas

WALNUT

Veteran Veneer Maker Killed by Fall

John Roberts, New Albany, Ind., who retired from veneer manufacturing some time ago, died at his home there as the result of a fall from the front porch roof, in which he sustained internal injuries and a broken leg. Mr. Roberts was 89 years old. He was a native of Cincinnati and later moved to Indianapolis, where he manufactured veneer. He came to New Albany about ten years ago and became a member of the Roberts-Connor Veneer Company, which plant was later sold to the Pickrel Veneer Company. His son, John N. Roberts, who has been manufacturing veneer many years, is the inventor of a veneer slicing machine.

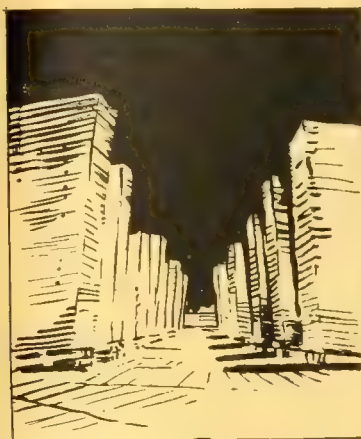
"Veneer Girls" Stage Athletic Contest

The "Veneer Girls," an organization of young women employed at the plant of the National Veneer Products Company in South Bend, Ind., recently held an evening picnic near that city. A number of athletic events were staged and suitable prizes offered.

The National Furniture Manufacturing Company at Evansville, Ind., recently decreased its capital stock from \$75,000 to \$35,000.

Buyer for Indiana Veneer Company Dies

Isaac N. Lake, 69 years old, a life-long resident of Indianapolis, Ind., and for more than thirty years engaged in the lumber business there, died recently at his home, 1934 Park avenue, after a week's illness. At the time of his death he was a buyer for the Indiana Veneer and Lumber Company. As a young man, Mr. Lake was a sawmill operator. He is survived by his widow and a sister.



Buy Walnut Now

Every Size in Walnut Lumber

Now in Stock to Meet Your Needs

Reviving business, and the increasing trend toward Walnut is bringing steadily increasing demand for Walnut lumber.

Mills like all other businesses, have been buying cautiously. Stocks throughout the country below the normal. Rapid increase in buying may bring shortages of the items you most desire.

We therefore advise your looking over your stocks

and anticipating your needs now, while conditions are most favorable.

Just at the present moment we can supply on short notice practically any need in Walnut—every piece of the selected quality and perfect cure that have made *Iowa* Walnut the first choice of some of the best cabinet makers in America.

*Write or wire
your needs to us
and let us quote
you on Iowa
Walnut—in both
lumber and ve-
neers—the best
in American
Walnut.*



Des Moines Sawmill Co., 1021 Murphy St., Des Moines, Iowa



Leaders in Veneer and Plywood Since 1880

FROM the two splendid plants pictured on this page (monuments to 42 years of conscientious and intelligent effort), many important American industries are filling their requirements.

Our growth has been so carefully planned that the organization naturally inspires confidence. Each department has an important bearing on the whole. Great tracts of timber selected years ago from the cream of the then practically untouched hardwood forests; splendid factories built with a thorough knowledge of the intricate demands of quality production; sales representation which makes it a pleasure to establish contact; all contribute to our position of leadership. Your business, too, may be wisely intrusted to our hands. May we assist you in

Veneers and Plywood

In stock sizes—also according to specifications in Walnut, Mahogany, Quartered and Plain Oak, Gum, Birch, Ash, Plain or Figured Yellow Pine, Cottonwood, Sycamore & other woods.

St. Louis Basket & Box Company

ESTABLISHED 1880

ST. LOUIS, MISSOURI

*900,000 feet selected hardwood
logs cut from our own timber
and destined for our own mills*



CHICAGO

W. A. Harris, I. H. Harris and Rose Harris have incorporated the Harris Furniture Company, 112 W. Adams street, city, with \$40,000 capitalization. The line of manufacture will be office, store and household furniture and fixtures.

On July 1, S. F. D. Meffley resigned as secretary manager of the Lumbermen's Association of Chicago. Mr. Meffley has not disclosed his future plans, but it is understood that he may join one of the large lumber organizations of Chicago. Frank Burnaby, president of the club, has not announced what he will do to provide a successor for Mr. Meffley, but at present the secretarial duties of the club are being discharged by Mr. Burnaby with the help of the assistant secretary and other members of the office force.

Mr. Meffley was with the club for about fifteen months. Previous to taking this position he had had considerable valuable experience in the management of automobile clubs and chambers of commerce.

When he resigned Mr. Meffley was presented with a handsome traveling bag by Division C. of the club. The presentation speech was made by G. A. Vangsness.

BUFFALO

Fred M. Sullivan has returned from a fishing trip to Port Rowan. He has been building a new launch, which is now completed and it will be used for later fishing and excursion trips this season.

Orson E. Yeager has returned from a visit to the Pacific Coast as one of the Rotary Club members attending the convention at Los Angeles. He was much pleased with the reception accorded the delegates.

Receipts of lumber by lake at Buffalo during June were 3,594,000 feet, as compared with 2,411,000 feet during May. This is a rather larger amount than in some preceding season for the same months.

The members of the Buffalo Lumber Dealers' Association, to the number of about fifty, were entertained on June 20th by Commodore Louis A. Fischer, member of Dohn, Fischer & Beyer, on his yacht "Romana," making a trip down the river and enjoying an outing on Grand Island. Some of the members were taken down the river on the yacht "Flick," owned by Frank T. Sullivan. The chief feature of the afternoon's sport was a baseball game between nines captained by C. Ashton McNeil and F. Fleming Sullivan, the former winning. K. C. Evarts, secretary of the association, officiated as umpire.

PITTSBURGH

J. C. Linehan, of J. C. Linehan & Co., specialist in hardwoods, is taking a few days' vacation.

Acorn Lumber Company reports hardwood trade with the plant falling off quite a lot. This is due partly to the strikes and partly to the fact that purchasing agents loaded up heavy a few weeks ago.

Carl H. Hunter and G. F. Gray, of Moundsville, W. Va., have bought 500,000,000 feet of virgin oak and poplar near Glen Easton, W. Va., and will cut off the timber at once. It is expected that the tract will also produce 200,000 mine props.

George H. Young, who has been associated with the J. C. Donges Lumber Company for a number of years, is now with the Lafayette Lumber Company in the First National Bank Building.

BALTIMORE

James F. Thrift and Morris A. Rome were appointed receivers for the International Wood and Paper Products Company in the United States Court at Baltimore by Judge Rose on July 31 and bonded in the sum of \$7,500. The company, which manufactured toys, had been declared bankrupt earlier in the month after proceedings brought by the New Era Electric and Machine Company and other creditors.

The Douglas-Walkley Company, distributor of hardwoods, especially for the export trade, which moved its main offices from Cleveland to Baltimore nearly two years ago, and secured offices in the Lexington Building, has gone back to Cleveland, having found conditions in the Maryland port somewhat different from what it believed them to be.

W. Schleyer, who withdrew recently from the Kosse, Shoe & Schleyer Lumber Company of Cincinnati, retiring also as the manager of the Baltimore office, is engaged in organizing a new corporation, in which his brother-in-law and others will be interested with him and which will operate a chain of retail yards in the Middle West, with headquarters at Columbus, O. The work of organization has progressed so far that it will be possible to announce details in a short time. Mr. Schleyer is completing arrangements to remove from Baltimore.

CINCINNATI

P. D. Bailey, formerly with the Richey-Halstead & Quick Company and the Eakin Lumber Company, is now connected with the J. C. West Lumber Company of this city. Mr. Bailey is now on a two weeks' tour of the company's mill connections in West Virginia. Upon completion of this trip he will take charge of the company's office in Detroit, Mich.

At a meeting of the executive committee of the Cincinnati Lumbermen's Club a committee was appointed to draft resolutions on the death of Max

Specialists on Veneer Dryers

We have specialized on drying machinery for nearly forty years.

The value of this long experience in one line of work is evidenced by the wonderful results obtained by the "Proctor" Automatic Veneer Dryer.

This machine is drying veneer perfectly in many of the largest and best known plants. Its principle of construction meets every requirement for highest quality results—uniformly dried, flat, pliable veneer, at all times.

Users of "Proctor" Dryers can always count on performance notably free from trouble; lowest cost of operation and upkeep; output up to, or well above, the guaranteed capacity—all the result of our unequalled experience in building dryers.



Send for Catalogue No. 57. It explains the "Proctor" Dryer and gives the experiences of well-known users.

PROCTOR & SCHWARTZ, Inc.

Formerly the Phila. Textile Mach'y Co.
PHILADELPHIA, PA.

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

Scott & Howe Lumber Co.

Mill—Ironwood, Michigan
Sales Office, Oshkosh, Wis.

"Gogebic County" Birch, Soft Elm, Ash—The Best

WE HAVE CHOICE STOCK

BASSWOOD		SOFT ELM	
1/1" FAS	30,000'	4/1" No 2 & Btr	100,000'
1/4" Sel & Btr	40,000'	6/1" No 1 & Btr	30,000'
3/4" No. 2	60,000'	8/1" No 1 & Btr	30,000'
BIRCH		BROWN ASH	
3/4" No. 1 & Btr	50,000'	1/1" No 2 & Btr	100,000'
4/4" No. 1 & Btr	100,000'	3/1" No 1 & Btr	5,000'
5/4" No. 1 & Btr	30,000'	6/4" No 1 & Btr	10,000'
6/4" No 1 & Btr	15,000'	HARD MAPLE	
8/4" No. 1 & Btr	15,000'	4/4" Sel & Btr	100,000'
3/4" & 4/4" No. 2	200,000'	5/4" No 2	18,000'

ALSO

Soft Maple, Basswood, White Pine, Hemlock, Shingles, Posts, Lath

MICHIGAN HARDWOODS

Our timber lands are in the lower peninsula of Michigan and we sell only the lumber produced from this source.

The lumber is band-sawn in our Cadillac mills and is piled and seasoned correctly.

Most of our output of Maple, Beech and Birch lumber is further manufactured by us into our well-known "Electric" Flooring. We also produce and market considerable 1 inch Basswood and 1, 1½, 2 and 3 inch Gray Elm; grades piled separately as a rule.

We are supplementing our supply of superior timber with the best methods of manufacture.

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

Koss, president of the American Walnut Manufacturers' Association, and Charles Edward Spielman, secretary and treasurer of the Thompson Hardwood Lumber Company, members of the organization. The committee consists of Watt Graham, Samuel Richey of the Richey, Halstead & Quick Company and George Hand of the Bayou Land & Lumber Company. The resolutions will be presented at the September meeting of the club, which will be the first following the summer vacation period.

H. J. Pfister, president of the M. B. Farrin Lumber Company, accompanied by his wife and Mrs. M. B. Farrin, will leave the latter part of this month on a five weeks' pleasure trip to Alaska.

The Milne, Hall & Johns Company, lumber dealers, are defendants in bankruptcy proceedings filed in the United States District Court here. Creditors list claims of \$1,327. Several weeks ago David M. Levy, attorney, was appointed receiver for the company upon application of Walter Johns, president and majority stockholders, who said that the stockholders had agreed to dispose of the business.

EVANSVILLE

J. C. Greer of the J. C. Greer Lumber Company and president of the Evansville Lumbermen's Club, will leave within a short time for a tour of the south and while gone will inspect the company's three stave mills in Tennessee. Mr. Greer is of the opinion that the stave business will be quite lively during the balance of the year.

Claude Wertz, of the Maley & Wertz Lumber Company, has returned from a business trip to Indianapolis and the central part of the state and reports trade in that section coming along all right and somewhat better than it was this time last year.

MEMPHIS

The Valley Log Loading Company says that it loaded about 400 cars during June compared with 185 in May, but that, despite this percentage increase of more than 100, the movement of logs is far short of normal, which is something like 1,000 to 1,200 cars per month at this time of the year. The lightness of loading is attributed by J. W. Dickson, president of the company, to smallness of offerings incident to flood conditions and the rains which have fallen since the flood waters found their way to the sea. He estimates that there will be substantial expansion in logging and therefore in log movement during the current month but he makes it clear that there is not the slightest prospect that normal movement of logs on the Yazoo & Mississippi Valley lines of the Illinois Central will be seen during July. Prominent members of the trade here take the same view.

Memphis is to have still another two-unit flooring plant in addition to the one of similar capacity now being constructed by the Hudson Hardwood Flooring Company, a subsidiary of the Hudson-Dugger Company, of this city. The firm which is preparing to install this latest addition to the flooring manufacturing facilities at Memphis, however, desires that its identity be concealed until it has progressed somewhat further with its plans. Memphis now has eleven units in operation and the two now being added, together with the two to be added in the immediate future, will bring the total to 15 and will increase daily production to a point where it will be somewhere between 250,000 and 300,000 feet. Flooring plants in Memphis are more active than any other group consuming hardwood lumber. They are all running on full time and are finding plenty of business to keep them going on that basis.

James E. Stark, of James E. Stark & Company, Inc., announces that the new band mill of his firm in North Memphis, which will, when placed in operation, more than double the current output of the old mill, will be started up about September 1.

George C. Brown & Co. have cut out their timber in the vicinity of Lake Village, Ark., and are planning to remove the machinery at that point to some location convenient to their timber holdings in Grenada County, Miss. This will probably be done some time this summer.

The American Car & Foundry Company in east Memphis is so busily engaged on current orders for new cars that it is not in position, according to C. A. Price, manager, to render the railroads any assistance during the strike of shopmen. It will be engaged in the construction of cars for the Gulf, Mobile & Northern and the American Refrigerator Company until August 1, at which time it will begin the building of 1,500 cars for the Southern Railway. It is working with a full crew of men.

The F. H. Crow Company, which has been engaged in handling hardwood lumber and tight cooperage stock at Dickson, Tenn., for some years, has removed its offices to Nashville. It will continue to handle the same products as heretofore but it has opened a retail business in that center. The yards at Dickson will be continued. They will be used to concentrate purchases in the territory tributary to that center.

J. A. McAllister, formerly president of the Memphis Sash & Door Company, and more recently vice-president of the Cream City Sash & Door Company at Milwaukee, Wis., is now vice-president of the York Lumber & Manufacturing Company of Memphis. This firm is now operating the up-to-date planing mill and millwork plant built to replace the one destroyed by fire a number of months ago. It has also, within the past few weeks, increased its capital stock to \$400,000 to take care of its enlarged business.

NASHVILLE

C. M. Hume, of Columbia, Tenn., will remove to Waverly, Tenn., where he will engage in the lumber business.

Kennedy & Stephens, of Nashville, with authorized capital stock of \$15,000, has been incorporated by J. F. Stephens, E. H. Webb, C. W. Webb, L. F. Thweatt and T. W. Schlater, Jr., to deal in timber.

D. S. Hutchison, who for about twenty years has been connected with John B. Ransom & Co., of Nashville, has accepted a position with the O. B. Andrews Company, of Chattanooga, manufacturers of fibre, paper and wood containers, and will represent the Chattanooga company in the Nashville territory, with offices at 191 North Second street.

Increasing activity in production of lumber and products is reported from McEwen, Tenn. Three plants at that place have resumed operation recently, these being the stave mill of David Patterson and the sawmills of W. R. Webb and Westbrook & Ledbetter. The plants are running ten hours with full crews.

W. R. Cornelius Lumber Co., Inc., of Nashville, with capital stock of \$25,000, has been chartered by W. R. Cornelius, R. J. Woods, W. W. Gambill, Jr., Lucien Emerson and W. R. Campbell.

Farris Hardwood Lumber Co., of Nashville, has filed suit in the United States District Court at Cincinnati against Haberer & Co., of that city, seeking to recover on an alleged breach of contract to purchase four cars of lumber, which were shipped to defendant and were not received.

LOUISVILLE

The Mengel Company's baseball team, which in recent years has been one of the strongest of Louisville's industrial teams, has been on the hummer this summer. So far this season the team has won three and lost seven games.

The Hazard Lumber Company, Hazard, Ky., which is developing the hardwood district in the Cumberland mountain region, has filed amended articles of incorporation which increase the company's capital stock from \$100,000 to \$300,000. The Owensboro Wheel Company of Owensboro has also filed amended articles increasing its capital stock from \$100,000 to \$300,000.

M. S. Shadburne of the Louisville division of the Southern Hardwood Traffic Association has returned with the Louisville temple of the Shrine from the month-long pilgrimage to San Francisco to the Shriners' national convention. The trip was made on a special train, which stopped at all the large cities for a short visit.

Roscoe Willett of the W. R. Willett Lumber Company is in Castle Park, Mich., with his family. Mr. Willett will remain three weeks for his vacation, the family remaining for the rest of the summer. The party will be joined in a few days by Walter P. Cumnock, head of the Roth Lumber Company, and Mrs. Cumnock. Mr. Cumnock is a brother to Mrs. Willett.

A. A. Egle of the traffic department of the Wood-Mosaic Company is preparing some data on log freight rates in Indiana which will be used at a conference called in Indianapolis July 13 by the Indiana State Public Service Commission. The commission has filed a complaint, it is understood, on the high log rates. According to Mr. Egle, it is almost impossible for the Wood-Mosaic company to operate its New Albany plant on a paying basis with log rates as high as they are.

WISCONSIN

The East River Planing Mill Co., of Green Bay, has filed an amendment to its articles of incorporation increasing the capital stock to \$80,000.

Work on the construction of the dry kiln at the Below Lumber Co., Marinette, is progressing. A crew of twenty men is working on the job, which will be completed about the end of July, according to Superintendent Lee.

The Stolle Lumber Co. has been incorporated at Tripoli to engage in general logging and conducting a wholesale and retail lumber business. Capital stock is \$50,000, and the incorporators are H. H. Stolle, D. L. MacLennan and C. M. Stolle.

Platteville is to have a new industry to be conducted by a company just formed by Ernest Johnson, of Muskegon, Mich., inventor of a new product composed of sawdust, glue and a combination of chemicals. Various articles made of this composition withstood tests showing it to be indestructible. A factory will be established.

A. G. Peterson, for many years a resident of Kennan, has been made general manager of the Northern Sash & Door Co. at Hawkins, Wis., to which city he is moving with his family.

Walter Ballinger, superintendent of the plant of Andrew Kaul, Jr., & Co., Merrill, was married to Mrs. Emma Olson of the same city. The newlyweds left for a two weeks' honeymoon and will spend the summer at the summer home on Lake Pesobic. W. C. Watrous, manager of the Kaul company, attended the groom at the ceremony. Mr. Ballinger has been with the Kaul concern for about a year, following his return from France, where he served in the A. E. F.

Alfred H. Holt, son of W. A. Holt, Oconto, has been elected commander of the newly organized American Legion Post at Canton, China, where he is a teacher in Canton College. He is also a member of the Canton College baseball team.

King Mill & Lumber Co.

PADUCAH, KENTUCKY

Manufacturers Southern Hardwoods

Ash, Elm, Oak, Gum

Maple, Cypress, Hickory

Cypress Shingles

WE SHIP STRAIGHT OR MIXED CARLOADS

HARDWOODS and SHINGLES

Will Rents Decline?

What factors point to declining rents for residential quarters? What grounds are there for the belief that a radical curtailment of residential building may be expected?

Will industrial building throughout the summer and fall increase sufficiently to take the place of the volume of residential building now under way?

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Steam Dried 1"—1¼"—1½"—2"

For Sash, Door and Finish Manufacturers
A Good Cutting Grade at Less Than B and Bet.

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DRY HARDWOODS

BASSWOOD

4/4" FAS. Reg. Widths & Lengths..... 5 Mos. Dry
5/4" No. 1 & Btr., Reg. Widths & Lgths. 12 Mos. Dry

BIRCH

4/1" No. 1 & Btr., Reg. Widths & Lgths. 5 Mos. Dry
4/4-5/4" No. 3, Reg. Widths & Lengths. 12 Mos. Dry
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SOFT ELM

5/1" No. 2 & Btr., Reg. Wid. & Lengths. 12 Mos. Dry
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MELLEN, WISCONSIN

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A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and also to offer kiln drying service of proven efficiency for handling either green or dry lumber. We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

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J. V. Stimson & Co.
OWENSBORO, KY.

WE WANT TO SELL *the following* Dry Northern Michigan HARDWOODS

BIRCH

3/4" Selects & Better.....	15,000'
4/4" 1sts & 2nds.....	25,000'
4/4" Selects	10,000'
4/4" No. 1 Common.....	35,000'
4/4" No. 2 Common.....	100,000'
5/4" 1sts & 2nds.....	5,000'
5/4" Selects	35,000'
5/4" No. 1 Common.....	5,000'
5/4" No. 2 Common.....	80,000'

SOFT ELM

4/4" No. 2 Com. & Btr....	20,000'
6/4" No. 1 Com. & Btr....	20,000'
8/4" No. 2 Com. & Btr....	30,000'

ASH

4/4" No. 2 Com. & Btr....	25,000'
6/4" No. 1 Com. & Btr....	15,000'
4/4" No. 3 Common.....	50,000'
6/4" No. 3 Common.....	30,000'

HARD MAPLE

4/4x6" & Wider, 8' & Longer	
No. 1 & Btr., 50% FAS.	100,000'
6/4" No. 1 Com. & Btr....	100,000'
6/4" No. 1 Com. & Sel....	60,000'
6/4" No. 2 Common.....	95,000'
8/4" No. 1 Com. & Btr....	90,000'
8/4" No. 2 Common.....	25,000'
10/4" No. 1 Com. & Btr....	80,000'
12/4" No. 1 Com. & Btr....	25,000'

SOFT MAPLE

4/4" No. 2 Com. & Btr....	150,000'
8/4" No. 1 Com. & Btr....	85,000'

BASSWOOD

4/4" 1sts & 2nds.....	15,000'
4/4" No. 1 Common.....	15,000'
4/4" No. 2 Common.....	15,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

C. H. Worcester Co.
NOT INCORPORATED
19 So. La Salle Street, CHICAGO

Contracts have been let for equipping the Bay View High School at Milwaukee, the A. H. Andrews Co., Chicago, receiving the contract for desks and seats at \$15,804, and the American Seating Co., Chicago, for open seats at \$6,304.

The Smith-Kuehl Lumber Co. has been incorporated at Merrill to succeed the Smith Brothers & Kuehl partnership. The concern is authorized to manufacture and deal in lumber, millwork and other timber products. The incorporators are W. A. Smith and Robert H. Smith, both of Gleason, and Charles W. Kuehl, of Merrill. The corporation has \$18,000 capital stock.

Bond houses are offering an issue of \$600,000 Wisconsin Chair Co. 7 per cent, first mortgage serial gold bonds. The chair company has been in business thirty-four years at Port Washington and is one of the leading manufacturing concerns of the eastern Wisconsin furniture district. It is stated that annual net earnings for twenty years, with the exception of 1921, have averaged nearly twice the interest charges on these bonds.

Members of the Milwaukee and Waukesha Rotary clubs enjoyed their annual outing at Rotary Springs, a country home of Fred Schroeder, president of the John Schroeder Lumber Co., Milwaukee. A feature of the "mess" was trout fried in long handled pans over campfires under the direction of Mr. Schroeder. The campfire dinner was made the occasion for impromptu speeches by leading Rotarians, Mr. Schroeder opening by welcoming the clubs in a short speech.

The manufacture of wooden plugs for paper rolls will be done on a more extensive scale by the Lincoln Box Co. of Merrill, which has installed a new machine invented by H. L. Mumm of Wausau, Wis. The machine manufactures five wooden plugs at one time, and releases them from their position automatically. The cost of manufacturing the blocks has been materially reduced by the use of the new machine.

The Lincoln Manufacturing Co. of Merrill suffered an extensive loss by fire which originated from an overheated electrical device. The plant has been forced to shut down for an indefinite period during its present busy season.

Parlen Sempel, pioneer Wisconsin lumberman, died at the Odd Fellows Home at Green Bay at the age of 91 years. He was a native of Canada and came to Wisconsin when a boy. His timber holdings were in Shawano and vicinity, although he spent his latter years at Oshkosh. He had resided at the home for the last six years. At one time he was known as the wealthiest man in Wisconsin. His widow and a son, Parlen, Jr., of New York, survive.

W. E. Pierce, who recently resigned as superintendent of the sash and door plant of the Moore & Galloway Co., Fond du Lac, was honored by factory employes at a surprise party. Mr. Pierce was presented with a combination watch chain, charm and cigar cutter, as a token of esteem and appreciation. With his wife and son, he has left on an extended motor trip through the west.

The Wachsmuth Lumber Co., Bayfield, which has been operating its mill steadily since it started operations several weeks ago, is making large shipments of manufactured lumber from local docks. The steamer *Ogema* and the barge *Dayton* recently loaded shipments for Detroit and the steamer *Alice* took a consignment to Cleveland.

Mark Paine, manager of the Paine Lumber Co., Superior, and a pioneer lumberman of this section, suffered a paralytic stroke and was taken to St. Francis hospital. Mr. Paine is well known throughout the north-west and has conducted a lumber business at Superior for the past 35 years. His condition is reported critical.

An engineers department of the Milwaukee Association of Commerce advertising council has been organized by representatives of Milwaukee manufacturers. A. J. Birch, Allis-Chalmers Manufacturing Co., is chairman, with W. H. Brandt, of the Chain Belt Co., vice chairman, and H. S. Rouse, of the Pawling & Harnishleger Co., secretary. The program committee consists of R. M. Carter, of the Kempsmith Manufacturing Co., chairman; Bradley Van Brunt, of the Bucyrus Co., and J. A. Kamm, of the Kearney-Trecker Co.

TORONTO

The arrival of a big crib raft of hardwood logs at Owen Sound a short time ago marks an epoch in the transportation of hardwood logs on the Great Lakes. The big crib, 475 feet long, contained over 5,000 logs, or about 500,000 feet board measure. It was built at Beaverstone, on the north shore, and towed to Owen Sound by tug at an average rate of speed of about three and a half miles an hour. Not a log was lost and the raft came through without a mishap. The crib was built up on a base of pine logs, with upright stakes running the full length of either side. These were chained together at the top and at intervals from the bottom up, making the raft almost storm proof.

Reports reaching Toronto from Plaster Rock, Victoria County, N. B., state that the St. John River rose sixteen feet on June 23 and carried away ten million feet of the Fraser Company's lumber and buildings, overflowed roads and otherwise wrought a tremendous amount of damage.

Fire, suspected of being of an incendiary origin, destroyed about 5,000,000 feet of lumber belonging to the Dunfield Lumber Company, and stored in the Canadian National Railway yard near Moncton, N. B., on June 26.

John W. Schell, lumber dealers of Oxford County, have been awarded \$4,000 in a judgment in Toronto against the Robert Bury Company.

Toronto. The defendants had alleged undue delay in a delivery of lumber and refused to accept a large portion of it. The market had fallen in the meantime about 33 per cent on some classes of the wood ordered. Defendant's counter claim for \$7,200 was dismissed.

Laxity and inefficiency on the part of the Crown administrators and willful dishonesty on the part of some of the big lumber companies and their officials are charged in the final report of the Riddell-Latchford Timber Commission, which was released by the Attorney General's department in Toronto a few days ago. The commissioners recommend radical changes in the administration of Ontario's timber resources, criticizing and commenting upon the existing system in practically every detail, and suggesting curbs and checks on officials of the Department of Lands and Forests from the minister down. In effect the report urges complete reorganization of the department and its methods, and a change even as regards the application of the much-discussed Doyle rule.

The planing mill of the Hocken Lumber Co., Limited, at West River, Ont., was recently destroyed by fire, with a loss of \$15,000 which is partly covered by insurance. The mill will be rebuilt.

W. T. Cole, who for the past ten years has been sales manager for Seaman, Kent & Co., Limited, Toronto, has resigned his position and in company with W. C. Gardiner will embark in the manufacture of hardwood flooring. The new company, which has been incorporated, will take over a property in Weston, near Toronto, and oak, maple, birch and beech flooring will be produced.

The Hardwood Market

CHICAGO

In spite of the seasonal lull, conditions in the Chicago hardwood lumber market continue favorable. Prices are firm and, in the case of the flooring grades of plain oak, have strengthened somewhat during the past fifteen days. Plain oak is the strongest item in the market. As is usual during the market season the furniture people are deferring buying. Are expected to resume strongly soon after the market closes the middle of this month. The furniture people are enjoying a good business, which is bound to be reflected in increased demand for hardwoods. Demand from the automobile makers is not as brisk as it was a short time ago, but is still pretty good. The demand of the building industry continues to be the feature of the market here as everywhere.

BUFFALO

The hardwood trade is on a fairly active basis, although buyers are not taking large amounts of lumber ahead. They have been waiting for lower freight rates in some cases, and now that these have taken effect a resumption in buying is looked for. Most yards found June business as large, if not larger, than that of the preceding month. The tendency of prices was upward in better grades, owing to the lack of large stocks either at the mills or in the yards.

While a fair amount of industrial buying is being done, the total is not showing much increase. The building industry continues to use a good supply of hardwoods of various kinds, including oak, maple and birch. Some yards report increased sales of chestnut. The amount of flooring business is rather large, and both oak and maple flooring prices are holding at a steady range of prices.

PITTSBURGH

Hardwoods are having rather the best of it this month. There is a splendid demand for hardwood flooring owing to the large number of high-class houses now being built in the Pittsburgh district. Also, there is quite a demand for bridge timber, and the trade with manufacturing concerns which use hardwood extensively is beginning to pick up a little. Prices are just about marking time. Wholesalers believe that many buyers are holding off their purchases and waiting to see how much reduction there will be in prices when the freight reductions are fully in effect. The general opinion is that this will have very little to do with retail lumber prices. Trade with the coal mines is practically cut off by the coal strikes and it is a little uncertain just when a good buying movement will step in there. Altogether, business is fair to good.

BALTIMORE

The hardwood lumber trade situation, though in the main about the same as it was two weeks ago, continues to show improvement, with some of the weak points receiving further strength and the range of the quotations being closer together than before. For a time it was quite possible to get figures from producers that varied greatly, differences of \$5 and even more being rather common; but this broad margin has been narrowed to a considerable extent, and even though positive increases are not always to be noted, the gains in uniformity of prices have served to make the feeling in the trade decidedly better. Reports about an im-

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The well-known quality of Arkansas hardwoods in general and that of the Helena area in particular is being maintained at all times by our band mills.

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STRABLE
Lumber & Salt Company
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Manufacturers

Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"

Maple, Birch, Basswood, Elm, Beech



The sign to follow
for Maple Flooring

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

provement in basic conditions are coming from many directions, moreover, so that there is good reason for feeling encouraged over the prospect, even if the results so far have not been extraordinary.

CLEVELAND

The enormous increase in the output of the automobile factories, and the improvement in the building situation, together with the increasing demand for hardwood from the box factories and the furniture trade, have placed the hardwood market back on its feet again.

Dealers report that during the last month an increase of \$10 a thousand feet in first and second grade hardwood has been noted.

Oak and maple flooring have also followed suit and have increased \$5 a 1,000 feet. A jump in popularity has been taken by oak and maple during the past few weeks, and dealers are finding that it is rather difficult to obtain them.

The demand for furniture is now making mahogany and walnut more profitable for dealers to handle.

CINCINNATI

June proved a very satisfactory month for the local hardwood trade, while some of the distributors transacted a larger volume of business than they did in May, which was the banner month so far this year. During the past two weeks both orders and inquiries have shown an increase, and there is a little stronger tone to the market and prices are holding quite firm. There is a good demand for the best grades of hardwood lumber. Oak, walnut, ash and poplar are the most popular items. Local wood-consuming factories are being operated on better time, and some of the furniture factories now are running on practically pre-war basis. Chair and desk manufacturers report that the trade outlook is better than it has been for some time in the past. Veneer manufacturers state that their trade will steadily get better as the demand for furniture picks up. There has been a slight falling off in the takings of the automobile manufacturers during the past ten days, which a majority of the wholesalers are unable to account for. Now that the railroad freight rates have been reduced, local dealers look for a little better buying of hardwoods, as it is believed many of the buyers were holding off purchases until the new freight rates became operative. The export situation is looking better than for some time, and this factor has added an encouraging aspect to the market.

INDIANAPOLIS

All things considered, the hardwood market continues rather exceptional. Due to seasonal influences and a price reaction the demand from the retail trade is not what it was, but the industrial takings are showing more strength than for many months. Leading the industrials is the furniture trade. Most of the manufacturers returned from Grand Rapids with about five times as much business as they expected and the result has been an almost instantaneous increase in production. Nor is this all, for they predict that fall will see an even greater demand. During the past week there was a little stronger demand noted from the automotive industries and the agricultural implement factories in Indiana are looking for more business this fall and are increasing their production schedules. The music trades show a little demand, but not so marked as in other lines. Retailers say price increases have been responsible for the falling off in demand from the construction industry.

EVANSVILLE

The hardwood lumber manufacturers and wholesalers of Evansville and southern Indiana report that their trade during the month of June showed some improvement over that of May and that they are looking for a very good business during the months of July and August, although they are not expecting anything like a boom. The demand for both the best grades of hardwoods, as well as the lower grades, is a great deal better than it was at the first of the year. A good deal of lumber is being sold now for construction work and the automobile industry also is taking considerable lumber and the wood consuming plants of Evansville, such as the furniture and desk factories, are using a great deal of lumber. Collections are very good and general trade conditions have steadily improved since the first of the year. The fact that lumber stocks are reported low in various parts of the country lead many of the manufacturers to believe that lumber prices are going to get better in the near future. Prices on certain grades in the local market have been tending upward for some time past. The various wood consuming plants of Evansville are being operated on an average of 50 hours a day or more and it is believed that in some instances they will be running on better time than this by the first of September.

MEMPHIS

Shipments of hardwood lumber have shown some increase during the first few days of July compared with the closing days of June. This is due primarily to the fact that some buyers delayed placing orders until the lower freight rates became effective July 1, while others, though placing their orders, asked that delivery be deferred until the effective date of the lower rates. Shipments during June were not quite as large as those

during May, according to the Southern Hardwood Traffic Association, partly because the trade are entering the summer season and partly because buyers held up deliveries pending the effectiveness of reduced rates. At the same time the volume of business during June was quite satisfactory to the trade and indications are that there will be as liberal a movement during July as the broken condition of stocks will allow.

Building trade interests and automobile manufacturers continue the best buyers, with furniture interests in third place. Flooring makers are running their plants at capacity and are absorbing large quantities of plain oak in Nos. 1, 2 and 3 common. They held up buying for a while in the hope of forcing prices in their favor, but they have about abandoned hope on this score and are making a strenuous effort to secure the stock necessary to their full operation. There is no let-up in buying on the part of the automobile industry, while furniture manufacturers are increasing their purchases somewhat. The most striking development, from a demand standpoint, however, is the substantial increase in orders from Europe, with particular reference to the United Kingdom and the Mediterranean countries.

Prices are firm, with a slight upward tendency. Sellers appear to be in pretty complete control. Buyers are confronted with broken offerings in No. 1 common and better and are clearly on the defensive. With improved weather conditions, logging and manufacturing are steadily increasing, but stocks are beginning to reflect the tremendous production loss incident to flood conditions and the heavy rains which have fallen since the flood waters disappeared. It is anticipated that, even with substantial expansion in production, there will be scarcity of No. 1 common and better until some time this fall when the stock now being placed on sticks is ready for shipment.

NASHVILLE

The lumber trade is active in the Nashville market. Increased volume of business is expected in July on account of the reduction in freight rates that has become effective. The hardwoods are in good demand, including oak, poplar and chestnut, with prices firm. Interior trim material has been active on account of increased building, and furniture manufacturers are larger buyers. The hardwood flooring plants have been increasing sales, and are running better time. The outlook is regarded as good for continued improvement in trade.

LOUISVILLE

The outlook in Louisville is more promising, according to reports from various sources. The furniture manufacturers are making more inquiries and sending in a few orders with indications that buying will increase within the next week or ten days. A stronger demand for White oak No. 1 common and better, together with the smaller stocks on hand, have made better prices. Mills of the South are opening up, some of them running night shifts, and increasing their output, but increased demand this summer will take all they can make and at the beginning of fall will leave stocks still low and prices steady, according to most operators. Building demand, for both hardwood flooring and interior trim, is very strong and jobbers and planers are buying well. The railroad shop demand, which has been getting better, has been shut off by the shopmen's strike. Veneer manufacturers are finding a better demand, they report, and with business looking up a rise in prices is looked for. The box trade is also improving.

MILWAUKEE

An increasing industrial demand features the trade in the local hardwood market. Shops are coming into the market for larger and more frequent purchases of lower grade woods. High-grade stocks are low and much concern is felt at the latest developments of the railroad shopmen's strike. If the strike spreads, as all present indications point, a corresponding paralyzing effect will be experienced in the hardwood market. Many buyers are holding off, waiting for developments.

Demand and inquiry continues fair in practically all lines. The higher grades are maintaining their average due to the fact that as the crest of the building boom is surmounted, hardwood flooring, and finish woods are required for houses that are partially constructed. Sash and door industries are a steady drain for stocks. Wagon manufacturers and musical instrument makers are not in the market. A large amount of elm, ash and maple woods are going to automobile body manufacturers in the vicinity of Milwaukee.

TORONTO

Lumber trade conditions continue to reflect activity in housebuilding and a fair amount of improvement among manufacturing concerns, with the exception of the furniture industry, which is still very quiet. The American automobile trade is taking a fair amount of Canadian hardwoods and the market for Canadian lumber in the United Kingdom is showing considerable improvement over that of last year. The Quebec firms have sent sizeable shipments overseas. The country trade in Ontario is fairly good and the Prairie markets are showing some improvement. Providing the crops turn out well—and the present outlook is of the best—there will be attractive business in the autumn. The British Columbia lumber interests look for more active buying in Ontario during the next week or two.

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This quartered Sycamore is band sawed, edged and trimmed. It shows 35% or more long lengths and good widths. We can start shipments at once and load out good, dry stock. The lumber has been sawed from the log, not resawed, and as we manufacture it in exactly the same way that we manufacture quartered Oak, practically every piece shows figure.

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Hoosier Self-Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

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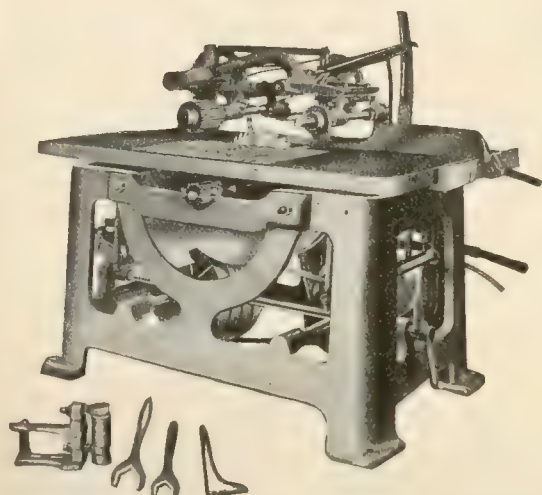
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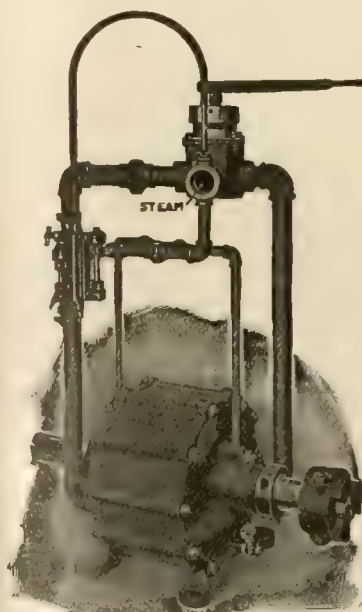
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By a large responsible company with large
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and selling, to take charge of Hardwood De-
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Energetic man with executive ability to man-
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with Hardwood terms and all details pertain-
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is an unusual opportunity for the right man.
Give full particulars in strictest confidence.
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WANTED

4/4 and 6/4 Cherry Lumber; also Cherry logs.
Address Warren Ross Lumber Co., James-
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20M 2" FAS and 15M each 3" and 4" No. 1
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Quote prices delivered our yard. Amidon
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FOR SALE

Two (2) cars 16/4 FAS. Cottonwood. Derry
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We also make a specialty of large, long fir
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1/8" and 1/16" Birch cut-downs.
We are continually accumulating 1/8" and
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We can cut to desired sizes if a cut-down
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Send us a list of your requirements for
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14" to 24" wide by 14" to 18" long. Dry stock,
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Write for prices and list of sizes.

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WANTED

Walnut and Ash logs 12" and up. Eisaman-
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FAS, 10/4". KELLOGG LBR. CO., Memphis, Tenn.

NO. 3 C., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

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NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4-16/4", reg. wtds. & lgths., 6-8 mos. dry; NO. 1 C. & BTR., 4/4-12/4", reg. wtds. & lgths., 6-8 mos. dry; NO. 1 C., 4/4, 12/4", reg. wtds. & lgths., 6-8 mos. dry; NO. 2 C., 4/4-8/4", reg. wtds. & lgths., 6-8 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

NO. 1 & 2, 4/4" 12" & up, std. lgths., 2 yrs. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wtds., std. lgths., 2 yrs. dry, northern tough texture. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/4", reg. wtds. & lgths., dry; NO. 1 C., 4/4, 5/4, 6/4, 8/4", reg. wtds. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wtds. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

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NO. 2 C. & BTR., 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 3 C., 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 & BTR., 8/4", nice wtds. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

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FAS, 4/4", 6 mos. dry; NO. 3, 6/4". THUNDER LAKE LBR. CO., Rhinelander, Wis.

BEECH

NO. 1 C. & BTR., 8/4", reg. wtds. & lgths., 20 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 & BTR., 10/4", good wtds., av. lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

NO. 1 & 2 C., 6/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4, 5/4, 8/4, 10/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 2 & BTR., 4/4-8/4", nice wtds. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 3 C., 5/8", reg. wtds. & lgths., dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 & BTR., 4/4", 5/4", reg. wtds. & lgths., 4 mos. dry; NO. 3, 4/4 to 6/4", reg. wtds. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 4/4 to 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C., 5/4, 6/4"; NO. 3 C., 6/4"; NO. 1 C. & SEL., 8/4"; NO. 2 C. & BTR., 10/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 C. & BTR., 8/4", (extraordinary wide) 52% 10" & wider, 65% 14 & 16' long, 4 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wtds., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUCKEYE

LOG RUN, 4/4, 5/4". SHARPNACK LBR. CO., Huntington, W. Va.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 8/4", reg. wtds. & lgths.; NO. 2 C., 6/4, 8/4", reg. wtds. & lgths. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SD. WORMY, 6/4". SHARPNACK LBR. CO., Huntington, W. Va.

COTTONWOOD

BX. BDS., FAS & NO. 1 C., 4/4", reg. wtds. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

CYPRESS

SELS. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 SHOP & BTR., 4/4-8/4" (largely select & FAS), dry Ark. BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 SHOP, 4/4"; NO. 1 SHOP & BTR., 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 1"x12" & up. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4 to 16/4", reg. wtds., std. lgths., 1 to 2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 & 3 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

COM. & BTR., 6/4, 8/4", good wtds. & lgths., dry. BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 C. & BTR., 8/4", reg. wtds. & lgths., 2 yrs. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 10/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 4/4, 10/4, 12/4", good wtds., av. lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

NO. 2 & BTR., 5/4, 8/4", reg. wtds. & lgths., yr. dry; NO. 1 & BTR., 10/4", reg. wtds. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 10/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NOS. 2 & 3 C., 5/8". KELLOGG LBR. CO., Memphis, Tenn.

LOG RUN, 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., 4/4, 5/4, 8/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 2 & 3 C., 5/8". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4-12/4", nice wtds. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

ELM—ROCK

NO. 2 C. & BTR., 4/4, 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

COM. & BTR., 4/4, 5/4". BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 C., 4/4, 5/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 2 C. & BTR., 1/2-4/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

GUM—QUARTERED RED

FAS, 4/4, 5/4, 6/4, 8/4", reg. wtds. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

ALL GRADES, 4/4-8/4", reg. wtds. & lgths., dry. BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1, 4/4"; NO. 1 COM. & BTR., 8/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 1 C., 4/4"; NO. 2 C., 4/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

COM. & BTR., 5/8-8/4"; NO. 1 C. & BTR. SND., 5/8-10/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., SND, 5/4, 6/4, 8/4", reg. wtds. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

BX. BDS., FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4, 6/4", reg. wtds. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS, qtd., 4/4"; NO. 1 C., qtd., 4/4"; NO. 1 C. & BTR., qtd., 5/4, 8/4, 12/4"; FAS, 4/4"; NO. 1 C., NO. 2 C., both 4/4"; NO. 3 C., 4/4, 5/4, 8/4". LONG-BELL LBR. CO., Kansas City, Mo.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C., pl., 5/8, 8/4, 12/4"; NO. 2 & 3 C., pl., 4/4"; NO. 3 C., pl., 4/4"; FAS, qtd., 4/4".

PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 2 C. & BTR., pl., 1/2-4/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS & NO. 1 C., 4/4", reg. wtds. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

FAS, tupelo, 4/4", 6" & wider; NO. 2 & 3 C., 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C., FAS, tupelo, both 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 C. & BTR., pl. & qtd. black, 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, qtd., black, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

HACKBERRY

NO. 2 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

HICKORY

LOG RUN, pecan, 6/4, 8/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 6/4-8/4", reg. wtds. & lgths., 2 yrs. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 6/4, 10/4", good wtds., av. lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

HARDWOODS FOR SALE

NO. 2 & BTR., 6/4, 8/4, 10/4". KING MILL & LBR. CO., Paducah, Ky.

LOG RUN, 6/4, 8/4". SHARNACK LBR. CO., Huntington, W. Va.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

LOCUST

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

MAGNOLIA

NO. 1 & 2 C., 4/4, 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 10/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 2 yrs. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 10/4, 12/4", good wdths., av. lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

NO. 1 C. & BTR., 4/4-12/4"; NO. 1 C. & BTR., qtd., 4/4, 5/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C., 6/4"; NO. 3 C., 6/4"; NO. 2 C., 8/4"; NO. 2 C. & BTR., 10/4, 12/4"; NO. 1 C., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Indiana.

LOG RUN, 6/4, 8/4". SHARNACK LBR. CO., Huntington, W. Va.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., 4/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4 & thicker. GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 & BTR., 4/4", 6 mos. dry; NO. 2 & BTR., 5/4"; NO. 2 & BTR., 10/4", 1 yr. dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

OAK—PLAIN RED

FAS & NO. 1 C., 4/4, 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 6/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

ALL GRADES, 5/8-5/4", reg. wdths. & lgths., dry. BROWN & HACKNEY, INC., Memphis, Tenn.

FAS, 3/8, 1/2", reg. wdths. & lgths.; NO. 1 C., 8/4", reg. wdths. & lgths. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 5/8, 3/4, 5/4, 6/4", Dyersburg, Tenn.; SD, WORMY, 3/4, 4/4", Dyersburg, Tenn.; NO. 1 C., 4/4, 5/4, 6/4", Dyersburg, Tenn. NORTH VERNON LBR. MILLS, North Vernon, Ind.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". SHARNACK LBR. CO., Huntington, W. Va.

NO. 2 C. & BTR., 3/8-4/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, 4/4, 5/4, 6/4"; NO. 1 C., 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 1 C., 4/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 6/4"-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

ALL GRADES, 3/8-6/4", reg. wdths. & lgths., dry. BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 2 yrs. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

BRIDGE PLANK, 8/4". KELLOGG LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 3/8-4/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". SHARNACK LBR. CO., Huntington, W. Va.

FAS, 5/8, 4/4, 6/4"; BX. BDS., 4/4"; NO. 1 C., 5/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 1/2"; NO. 1 C., 1/2, 4/4"; NO. 2 C., 1/2, 4/4, 5/4". NORTH VERNON LBR. MILLS, North Vernon, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

FAS & NO. 1 C., 4/4, 5/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

ALL GRADES, 4/4-8/4", reg. wdths. & lgths., dry. BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 & BTR., 4/4, 5/4", good wdths., av. lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

FAS, 3/8", reg. wdths. & lgths.; NO. 1 C., 3/8, 1/2, 5/8, 3/4", reg. wdths. & lgths.; NO. 2 C., 5/8, 3/4, 4/4", reg. wdths. & lgths. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4, 5/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 3/8-4/4". TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4"; FAS, 4/4", 6" & 7" wide; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 5/8, 4/4, 5/4", reg. wdths. & lgths., dry; NO. 1 C., 5/8, 3/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4". KING MILL & LBR. CO., Paducah, Ky.

SD, WORMY, 3/4, 4/4, 5/4", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 3 C., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 2 & BTR., pl. & qtd., 4/4-10/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS & NO. 2 C., both 4/4", reg. wdths. & lgths., dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

FAS, 4/4, 5/4"; NO. 1 C., 3/4, 4/4, 5/4, 6/4"; NO. 2 C., 3/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

POPLAR

NO. 1 C. & BTR., 4/4-12/4", reg. wdths. & lgths., 20 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4 & 10/4". KING MILL & LBR. CO., Paducah, Ky.

NO. 2 B. COM. & BTR., 4/4, 5/4, 6/4 & 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C. & SEL. & NO. 3 C., both 4/4", reg. wdths. & lgths., dry; COM. & BTR., 8/4, reg. wdths. & lgths., dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

NO. 2 A. COM., 6/4"; NO. 2 B. & NO. 3 C., 6/4". SHARNACK LBR. CO., Huntington, W. Va.

FAS, 5/8, 3/4, 4/4, 8/4"; SAPS & SEL., 4/4"; NO. 1 C., 5/8"; NO. 1 C., 4/4", 10" & wider. WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, SAP, 5/8, 4/4", reg. wdths. & lgths., dry; NO. 2 A. & B. COM., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

LOG RUN, 6/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

WALNUT

NO. 2 & BTR., 4/4, 6/4, 8/4, 5/4", good wdths., av. lgths., 3 mos. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8, 4/4, 5/4, 6/4, 8/4, 12/4", dry, steamed; SELS., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4", dry steamed; NO. 1 C., NO. 2 C., both 4/4, 5/4, 6/4, 8/4, 10/4, 12/4", steamed. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

LOG RUN, 4/4", black. SHARNACK LBR. CO., Huntington, W. Va.

FAS, 1/2, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; FAS, 5/4", 5" wide; FAS, 4/4, 6 & 7" lgths.; SEL., 4/4, 5/4, 6/4, 8/4, 10/4"; NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 4/4, 5/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS HARDWOOD

NO. 3, 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

BIRCH

1x4" & wider, 4 & 6' clear, 1 & 2 face. THUNDER LAKE LBR. CO., Rhinelander, Wis.

DIMENSION STOCK ASH

CLEAR, 1½x1½—19 & 40"; 2½x2½—30". C. B. COLBORN, Memphis, Tenn.

GUM—SAP

CLEAR, 2x2 and 2½x2½—18 & 60". C. B. COLBORN, Memphis, Tenn.

OAK

CLEAR AUTO BOW STRIPS; SQUARES, CLEAR, 2x2—30, 1½x1½—19, 1½x1½—19"; CLEAR CHAIR POSTS, 1½x2½, 1½x2—40". C. B. COLBORN, Memphis, Tenn.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

HARDWOODS FOR SALE

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 4-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13" long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16" long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3-16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

MAHOGANY

SHEET STOCK, sliced, 1/16, 6-20, 10-16". J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SLICED, 1/28; SAWED, 1/8. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-96"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide,

1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SEAT STOCK, 1/8". R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

SPRUCE

SHEET STOCK, rotary cut, 3/16, 12-37, 50-74. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

WALNUT

SHEET STOCK, sliced, 1/28", 6-12. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill. 1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

CROSS BANDING AND BACKING

BIRCH

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, "A" GRADE, 144x28&42. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

PANELS AND TOPS

ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4", G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

BIRCH

THREE PLY, drawer bottoms; also THREE PLY door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE & FIVE PLY, 1/4, 5/16, 3/8, stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY, 1/4", G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

FIR

DRAWER BOTTOMS, THREE PLY; also DOOR PANELS; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

GUM

THREE PLY, drawer bottoms, sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 5/16", G1S, stock sizes; THREE PLY, qtd. red, 1/4", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

"A" GRADE, figured, all thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

MAHOGANY

"A" GRADE, all thicknesses and sizes. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE & FIVE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8", G2S, stock sizes; THREE PLY, qtd. white, 1/4", G1S, G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

"A" GRADE, all sizes & thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

YELLOW PINE

THREE PLY, door panels; sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", G1S, G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

“USE OAK”

* Has Individual Display Ad on Page Designated

FOR ANYTHING IN OAK WRITE THE FIRMS ON THIS PAGE

(*See page 71)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write
American Column & Lbr. Co.
Brunson Building Columbus, Ohio

(*See pages 7-10)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Bayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 66) 3/4 to 6/4 Sound Worn Oak
Specialists in Bone Dry, Good Widths and Lengths—Prompt Shipment
BARR-HOLADAY LUMBER CO. **OHIO**
Manufacturer, Greenfield,

OAK—RED Oak, WHITE Oak, BURR Oak, POST Oak, CHESTNUT Oak
These are a few of the many species of oak in commercial use

(*See page 9)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

Farris Hardwood Lumber Co.
NASHVILLE, TENN.
Quartered and Plain Red and White Oak. All Tennessee Stock. Oak and Beech Flooring.

(*See page 31)
EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNOON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 9)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 14)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page 27)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwood
Kansas City, Missouri

(*See page —)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C— (*See page 31)
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 9)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, **Memphis TENNESSEE**

(*See page 34)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 57)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 8)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

THE DEMAND FOR OAK FLOORING IS ONE OF THE PRESENT MAINSTAYS OF THE HARDWOOD INDUSTRY

(*See page 65)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO. **INDIANA**
Manufacturer Seymour,

A. B. C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tschudy Lumber Company, **MISSOURI**
Manufacturer, Kansas City,

(*See page 25)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company
33 Rector Street, New York City
Manufacturer

SALT LICK
LUMBER COMPANY

Salt Lick, Kentucky

Manufacturers
of



OAK

FLOORING

Complete stock of
3/8" and 1 3/16"
in all
standard widths

FOR PROMPT SHIPMENT

MAPLE	BIRCH
1x6" up No. 1 C. & B. 12,000'	4/4" No. 2 C. & B. 15,000'
1x10" up No. 1 C. & B. 13,000'	3/4" No. 2 C. & B. 2,000'
6 1x8" up No. 1 C. & B. 15,000'	4/4" No. 2 Common. 70,000'
8 1x6" up No. 1 C. & B. 50,000'	
4 1/4" No. 3 Common. 800,000'	BEECH
6 1/4" No. 3 Common. 200,000'	5/8" No. 2 C. & B. 50,000'
	4/4" No. 2 C. & B. 100,000'
	4 1/4" No. 2 Common. 100,000'
	6 1/4" No. 2 C. & B. 100,000'
BASSWOOD	
4 1/4" FAS. 10,000'	
4 1/4" No. 2 C. & B. 200,000'	

SOFT ELM—ALL THICKNESSES

EAST JORDAN LUMBER CO.

EAST JORDAN, MICHIGAN

White and Red Oak Gum

AND OTHER

Southern Hardwoods

CORRESPONDENCE WANTED

Crossett Lumber Company

CROSSETT, ARKANSAS

When in Need of

Northern Hardwoods

WRITE

STEARNS & CULVER
LUMBER CO.

L'ANSE MICHIGAN

Ash
Soft Elm
Basswood
Birch
Soft Maple
Hard Maple

WRITE FOR STOCK LIST AND ADVISE
US AS TO YOUR NEEDS

SOFT ELM

4/4" No. 2 Common & Better.....125,000 feet

HARD MAPLE

8/4" No. 2 Common & Better.....200,000 feet

10/4" No. 2 Common & Better.....100,000 feet

The Hanson Land & Lumber Co., Grayling, Mich.

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

Barr-Holaday Lumber Company

MANUFACTURERS OF HIGH GRADE

Southern Hardwoods

Main Office.....Greenfield, Ohio

Band MillLouise, Mississippi

Branch Office. Indianapolis, Indiana

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK

1 1/4" 1s & 2s..... 1 car
1 1/4" No. 1 Common..... 2 cars
5 1/4" No. 1 Common..... 1 car

QUARTERED RED OAK

1 1/4" 1s & 2s..... 2 cars

PLAIN RED OAK

5 1/4" No. 1 Com. & Btr..... 1 car
1 1/4" No. 1 Com. & Btr..... 4 cars
5 1/4" No. 2 Com. & Btr..... 5 cars
6 1/4" No. 2 Com. & Btr..... 4 cars
8 1/4" No. 2 Com. & Btr..... 3 cars
10 1/4" No. 2 Com. & Btr..... 2 cars

HICKORY

5 1/4" No. 2 Com. & Btr..... 2 cars
10 1/4" No. 2 Com. & Btr..... 1 car
8 1/4" No. 2 Common..... 1 car

PLAIN MIXED OAK

3/4" No. 2 Common..... 1 car
3/4" Sound Wormy..... 2 cars
4/4" Sound Wormy..... 5 cars
5/4" Sound Wormy..... 3 cars

QUARTERED RED GUM

4/4" to 8/4" No. 1 Common & Btr.

PLAIN RED GUM

4/4" No. 1 Com. & Btr..... 5 cars

QUARTERED SAP GUM

5/4" to 8/4" FAS & No. 1 Common

COTTONWOOD

4/4" No. 1 Com. & Btr..... 6 cars

ELM

6/4" to 12/4" No. 2 Com. & Btr.

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MNFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

Michigan Hardwood
LUMBER

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

Von Platen-Fox Co.

Manufacturers of

Fine Northern Basswood
Birch, Elm and Maple Lumber

FOR SALE—HARD MAPLE

1" S.p. Strips..... 32,000' 10/4" No. 1 Common.... 50,000'
5/4" No. 1 Common....200,000' 12/4" No. 1 & Better....100,000'
6 1/4" No. 2 Common....100,000' 12/4" No. 1 Common.... 25,000'

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Building

CHICAGO OFFICE
1329 Peoples Gas Building

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

- 4/4 FAS150,000'
Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.
- 4/4 No. 1 Com. & Selects.....150,000'
Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

- 6/4 No. 1 Com. & Bet..... 75,000'
5/4 No. 1 Com. & Bet..... 40,000'
Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

- 4/4 Log RunOne Car

SOUTHERN SOFT MAPLE

- 5/4 Log Run100,000'
(Worm holes no defect)
- 10/4 Log Run100,000'
(Worm holes no defect)

PLAIN RED OAK

- 5/4 Common & Select.....60,000'

PLAIN SAP GUM

- 5/8 FAS 150,000'

PLAIN SYCAMORE

- 5/8 No. 2 Com. & Bet.....100,000'
6/4 No. 1 Com. & Bet.....100,000'
Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

- 5/4 No. 1 Com. & Bet.....150,000'
Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

- 8/4 No. 2 Com. & Bet.....200,000'
6/4 No. 2 Com. & Bet.....100,000'
10/4 No. 2 Com. & Bet..... 20,000'
12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

- We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move
- 4/4 No. 1 Common200,000'
5/4 FAS 40,000'
6/4 No. 1 Com. & Bet.....100,000'
8/4 No. 1 Com. & Bet..... 50,000'
All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



PEARL RIVER VALLEY

BANDSAWN HARDWOODS

A sample shipment will convince you, that the quality and manufacture, which distinguish it, are neither slight nor theoretical.



Three hundred million feet of Virgin timber, located on the Pearl River, is evidence that we offer a reliable source of supply.

Our two modern 8' Band Mills at Canton, Miss., with a daily capacity of 75,000' assures a large and diversified stock.

Lumber properly and thoroughly air dried means economical handling on arrival at your plant, for this reason we have constructed our drying yard along lines as suggested by engineers, so as to permit the best air circulation.

PEARL RIVER VALLEY LUMBER COMPANY

MANUFACTURERS



BANDSAWN HARDWOODS

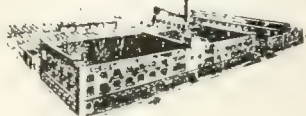
HAMMOND, LA.

Hardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, JULY 25, 1922

Subscription \$2
Vol. LIII, No. 7



CHURCHILL CABINET COMPANY

CHICAGO June 18, 1921.

STANDARD BOX

BETTER MADE
CABINET
WORK

Baker-Matthews Lumber Co.,
Memphis, Tenn.

Gentlemen:-

There are times when one feels like expressing one's appreciation and I now feel privileged to avail myself of this opportunity to say that this company has had very pleasant dealings with your company

Strange to say we never had a representative call on us. All the business we have done with you has been through the mail excepting a visit at your office by the writer some years ago

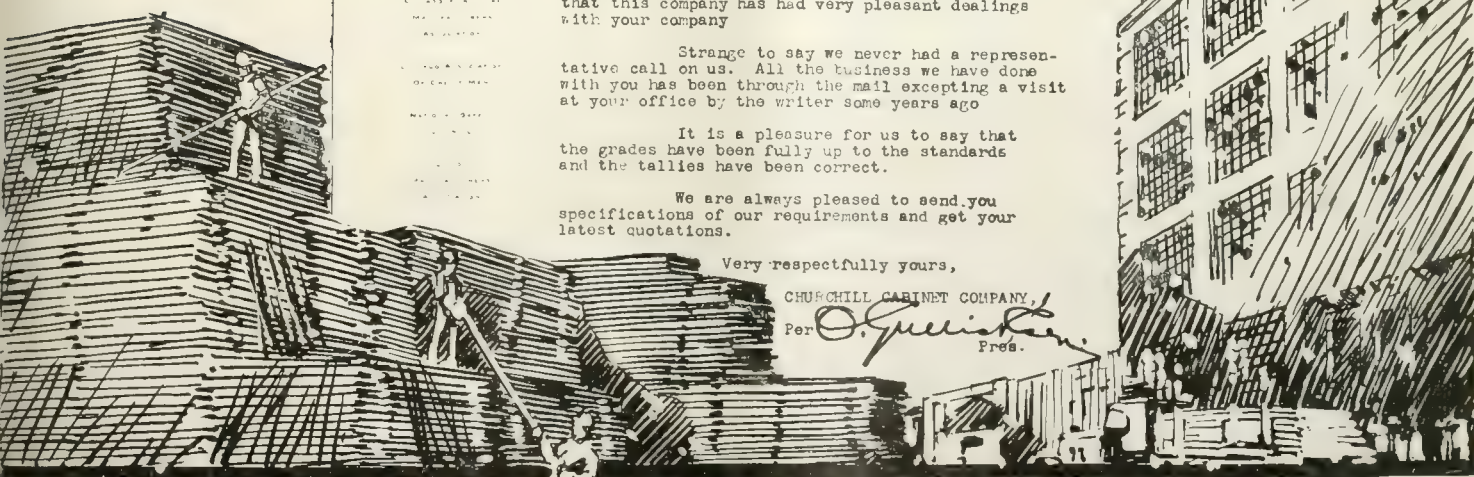
It is a pleasure for us to say that the grades have been fully up to the standards and the tallies have been correct.

We are always pleased to send you specifications of our requirements and get your latest quotations.

Very respectfully yours,

CHURCHILL CABINET COMPANY,

Per *O. Guiseppe*
Pres.



And we never even called on Churchill

The Churchill Cabinet Company didn't need solicitation—they were sold on Baker-Matthews in a far more practical way. Getting just the quality and the measure that they ordered along with absolutely fair treatment put them on the B. M. books—solid.

The Baker-Matthews' reputation is built on the good-will of its patronage.

One of the oldest and strongest manufac-

turers of southern hardwoods—it has, since the early days of the industry, maintained very high ideals. Its products are consistently high grade and its service prompt and efficient.

Put your lumber problems up to Baker-Matthews.

BAKER-MATTHEWS LUMBER COMPANY
MEMPHIS, TENNESSEE

Baker-Matthews Lumber

all kinds of Southern Hardwoods and Cypress

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

**Mason-Donaldson
 Lumber Company**
 RHINELANDER, WISCONSIN

Manufacturers of
Northern Hardwoods
 PINE, HEMLOCK & TAMARACK

BASSWOOD		8 1/2" No 1 Com	190,000'
1 1/4" 1st & 2nds	60,000'	8 1/2" No 2 Com	70,000'
1 1/4" No 1 C & Sel	125,000'	8 1/2" No 3 Com	90,000'
1 1/4" No 2 Com	95,000'	10 1/4" No 2 C & B	80,000'
6 1/4" No 3 Com	1 car	12 1/4" No 1 C & B	1 car

SOFT ELM		BIRCH	
1 1/4" No 2 C & B	200,000'	1 1/4" No 1 C & Sel	75,000'
1 1/4" No 3 Com	75,000'	1 1/4" No 2 Com	150,000'
8 1/4" No 2 C & B	1 car	1 1/4" No 3 Com	190,000'
10 1/4" No 1 C & B	2 cars	5 1/4" No 2 Com	65,000'

SOFT MAPLE		6 1/4" No 1 C & Sel	150,000'
1 1/4" No 2 C & B	90,000'	6 1/4" No 2 Com	60,000'
6 1/4" No 2 C & B	52,000'	6 1/4" No 3 Com	120,000'

HARD MAPLE		8 1/4" No 1 Com	1 car
6 1/4" No 1 Com	75,000'	8 1/4" No 1 Com	1 car
6 1/4" No 3 Com	72,000'	10 1/4" No 2 C & B	2 cars

MODERN PLANING MILL IN CONNECTION
YOUR INQUIRIES SOLICITED

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

BASSWOOD

1x4" 4 to 16' Clear.....	50 M
1x5" 4 to 16' Clear.....	60 M
1x6" & Wdr. 8 to 16' FAS.....	175 M
1x11" & Wdr. 8 to 16' Box Boards.....	100 M
1x4" & Wdr. 4 to 16' No. 1 Common.....	300 M
1x4" & Wdr. 4 to 16' No. 2 Common.....	225 M
5/4x6" & Wdr. 8 to 16' FAS.....	175 M
5/4x4" & Wdr. 4 to 16' Select White Piano Key Stock.....	150 M
5/4x4" & Wdr. 4 to 16' No. 1 Common.....	400 M
5/4x4" & Wdr. 4 to 16' No. 2 Common.....	75 M
6/4x6" & Wdr. 8 to 16' FAS.....	90 M
6/4x4" & Wdr. 4 to 16' No. 1 Common.....	225 M
6/4x4" & Wdr. 4 to 16' No. 2 Common.....	175 M
8/4x6" & Wdr. 8 to 16' FAS.....	90 M
8/4x4" & Wdr. 4 to 16' No. 1.....	175 M
8/4x4" & Wdr. 4 to 16' No. 2.....	115 M
10/4" & Wdr. 4 to 16' No. 2 & Better.....	85 M
12/4" & Wdr. 4 to 16' No. 2 & Better.....	65 M
14/4" & Wdr. 4 to 16' No. 2 & Better.....	45 M
16/4" & Wdr. 4 to 16' No. 2 & Better.....	20 M

We specialize in thin Basswood for trunk and other purposes, supplying
stock S1 or 2S to 1/8, 3/16, 1/4, 5/16, 3/8, 7/16, 1/2, etc.

SAWYER GOODMAN

COMPANY

MARINETTE, WIS.

MANUFACTURERS



Anything in northern hardwoods, pine and hemlock. Look over the following specials.

SOFT ELM

4/4	No. 2 Com. & Bet.....	2 cars
8/4	No. 1 Com. & Bet.....	4 cars
10/4	No. 1 Com. & Bet.....	3 cars

HARD MAPLE

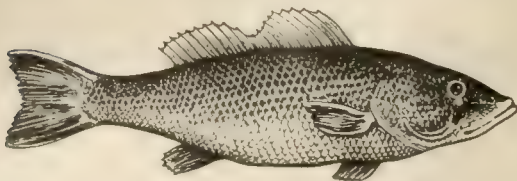
8/4	No. 2 Com. & Bet.....	4 cars
10/4	No. 2 Com. & Bet.....	2 cars
12/4	No. 1 Com. & Bet.....	2 cars

BIRCH

4/4	No. 2 Com. & Bet.....	3 cars
5/4	No. 2 Com. & Bet.....	2 cars
8/4	Selects & Better.....	2 cars
12/4	No. 1 & Better.....	2 cars

Our pine runs to exceptionally good widths and lengths, is thoroughly dry. Can be milled.

OUR thoroughly assorted stock of birch 4/4" and up is thoroughly seasoned and well assorted for widths and lengths. As one means of eliminating lumber worries for 1922, get in touch with our organization. A 100,000,000 feet annual capacity, complete planing mill facilities and unusual arrangements for cutting special stock in hardwood and hemlock make a strong combination for any buyer.



buy from fish

BRANCH OFFICE: CHICAGO

CHARLES W. FISH LUMBER CO., ELCHO, WIS.

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

WHITE ASH

1 1/4" Select & Better, 6-9", 8-10"	25,000'
1 1/4" Select & Better, 6-9", 8-16"	24,000'
1 1/4" Select & Better, 6-7", 8-16"	12,500'
5/8" Select & Better, 6-9", 8-10"	10,000'
5/8" Select & Better, 6-9", 8-16"	14,600'
6/4" Select & Better, 6-9", 8-16"	21,500'
8/4" Select & Better, 6-9", 8-16"	29,400'
10/4" Select & Better, 6" up, 8-16"	45,000'
12 1/4" Select & Better, 6" up, 8-16"	35,000'
16/4" Select & Better, 6" up, 8-16"	19,000'
20/4" Select & Better, 6" up, 8-16"	4,500'
1 1/4" Clear Strips, 2 1/2" x 12"	22,000'
4/4" Select & Better, 10-12", 8-16"	15,000'
5/4" Select & Better, 10-12", 8-16"	7,500'
6/4" Select & Better, 10-12", 8-16"	9,000'
8/4" Select & Better, 10-12", 8-16"	15,000'
4/4" Select & Better, 12" up, 8-16"	18,500'
5/4" Select & Better, 12" up, 8-16"	10,000'
6/4" Select & Better, 12" up, 8-16"	5,800'
8/4" Select & Better, 12" up, 8-16"	10,500'
4/4" No. 1 Common, 6" up, 8-16"	3,000'

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

QUARTER SAWN SYCAMORE

5/8" No. 2 Com. & Btr., 60,000'
4/4" No. 1 Com. & Btr., 27,000'
5/4" No. 1 Com. & Btr., 75,000'
6/4" No. 1 Com. & Btr., 100,000'

PLAIN SAWN SYCAMORE

5/8" No. 1 Com. & Btr., 100,000'
4/4" No. 1 Com. & Btr., 60,000'
5/4" No. 2 Com. & Btr., 200,000'
6/4" No. 1 Com. & Btr., 150,000'
10/4" No. 2 Com. & Btr., 75,000'

LOCUST

4/4" Log Run	20,000'
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HACKBERRY

5/4" Log Run	100,000'
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HICKORY

6/4" Log Run	28,000'
8/4" Log Run	150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

C. B. COLBORN

SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension Lumber for Manufacturers of

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL

Standard sizes on hand for prompt shipment. Special items
cut to order.

Office, Dimension Mill and Yard
Belt Line Railroad at McLean Street
Postoffice Box 795

QUARTERED WHITE OAK

1 1/4" No. 1 Common	13,000'
1 1/4" FAS	50,000'
1 1/4" No. 1 Common	100,000'
1 1/4" No. 2 Common	50,000'
1 1/4" FAS	7,000'
1 1/4" FAS	10,000'
1 1/4" No. 1 Common	30,000'
1 1/4" FAS	10,000'
1 1/4" No. 1 Common	10,000'

PLAIN WHITE OAK

1 1/4" FAS	70,000'
1 1/4" FAS	15,000'
1 1/4" Select Wormy	50,000'
4/4" No. 3 Common	100,000'

PLAIN RED OAK

1 1/4" FAS	25,000'
1 1/4" No. 1 Common	50,000'
1 1/4" FAS	12,000'

PLAIN SAP GUM

5/4" No. 1 Common	30,000'
1 1/4" FAS	10,000'
1 1/4" Wide Box	20,000'
1 1/4" Narrow Box	20,000'

QUARTERED SAP GUM

1 1/4" Com. & Btr.	25,000'
1 1/4" Com. & Btr.	25,000'

QUARTERED RED GUM

4/4" Com. & Btr.	60,000'
5/4" Com. & Btr.	30,000'
6/4" Com. & Btr.	60,000'
8/4" Com. & Btr.	75,000'

CYPRESS

1 1/4" No. 1 Shot	35,000'
4/4" Select	17,000'
5/4" Select	17,000'
6/4" Sel. & Btr.	15,000'
8/4" Sel. & Btr.	15,000'

Brown & Hackney, Inc.

QUARTERED RED OAK

4/4" 1s & 2s	2 cars
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	4 cars
4/4" 1s & 2s, 10" & up	1 car
5/4" 1s & 2s	2 cars
5/4" No. 1 Common	2 cars
5/4" No. 2 Common	1 1/2 car
6/4" No. 2 Common	1 car
8/4" No. 1 Common	1 1/2 car
4/4" Strips, 2-5 1/2"	3 cars

QUARTERED WHITE OAK

5/4" No. 1 Common	1 car
5/4" No. 2 Common	1 car
6/4" No. 1 Common	1 1/3 car
6/4" No. 2 Common	1 1/3 car
3 1/2" No. 1 Common	1 1/2 car
4/4" No. 1 Common	5 cars
4/4" No. 2 Common	5 cars

PLAIN SAP GUM

4/4" 1s & 2s	3 cars
4/4" 1s & 2s, 13" & up	2 cars
5/4" 1s & 2s	1 car
5/4" 1s & 2s, 13" & up	2 cars
5/4" 1s & 2s, 18" & up	1 car
5/4" No. 1 Common	2 cars
5/4" No. 1 Common	2 cars
4/4" No. 2 Common	5 cars

QUARTERED RED GUM

8/4" 1s & 2s	1 car
8/4" No. 1 Common	2 cars
6/4" No. 1 Common	2 cars
5/4" No. 1 Common	2 cars
4/4" No. 1 Common	2 cars
4/4" 1s & 2s	1 car

PL. RED GUM, FIG'D WOOD

4/4" 1s & 2s	1 car
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QTD. RED GUM, FIG'D WOOD

8/4" 1s & 2s	1 car
--------------	-------

The Frank A. Conkling Co.

QUARTERED WHITE OAK

Regular Widths and Length—Dry	
5/8" Com. & Btr.....	50,000'
4/4" FAS	25,000'
4/4" No. 1 Com. & Sel..	75,000'
4/4" No. 2 Common.....	15,000'
5/4" Com. & Btr.....	35,000'
3½ & thkr. Flitches, 75%	
10" & wider, green.	1 car

PLAIN WHITE OAK

1 1/4" FAS	25,000'
5/8" Com. & Btr.	40,000'

QTD. GUM, SND.

8/1" FAS	30,000'
5/4" Com. & Btr.	25,000'

QTD. RED GUM

8/4" FAS	20,000'
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5/4" Com. & Btr.

5/4" Com. & Btr.	35,000'
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4/4" Com. & Btr.

4/4" Com. & Btr.	100,000'
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4/4" FAS

4/4" FAS	20,000'
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PLAIN RED GUM

4/4" FAS	50,000'
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4/4" No. 2 Common

4/4" No. 2 Common	15,000'
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POPLAR

4/4" Panel & Wide No. 1	15,000'
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4/4" FAS

4/4" FAS	15,000'
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4/4" Sap & Sel.

4/4" Sap & Sel.	16,000'
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4/4" No. 1 Common

4/4" No. 1 Common	15,000'
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COTTONWOOD

4/4" Box Bds., 13-17"	14,000'
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4/4" Box Bds., 9-12"

4/4" Box Bds., 9-12"	13,000'
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4/4" FAS, 6" & wdr.

4/4" FAS, 6" & wdr.	20,000'
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4/4" No. 1 Com. & Sel.

4/4" No. 1 Com. & Sel.	30,000'
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PLAIN SAP GUM

5/4" No. 1 Com., 2 mo.	3 cars
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8 1/4" FAS, 3 mo.	3 cars
-------------------	--------

8/4" No. 1 Com., 3 mo.	2 cars
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QUARTERED SAP GUM

4 1/4" No. 1 Com., 2 mo.	3 cars
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PLAIN RED GUM

4/4" FAS, 3 mo.	2 cars
-----------------	--------

4/4" No. 1 Com., 3 mo.	2 cars
------------------------	--------

COTTONWOOD

4/4" Box Bds., 3 mo.	10 cars
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4/4" FAS	10 cars
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**Chapman &
Dewey Lumber Company**

HARDWOODS

MEMPHIS

PLAIN SAP GUM	
1 1/4" FAS. 12-17"	75,000'
5/8" FAS. 15" & up	15,000'
5/8" FAS.	15,000'
5/8" No. 1 Common	15,000'
5/8" No. 2 Common	15,000'
QUARTERED SAP GUM	
1 1/4" No. 1 Com. & Btr.	75,000'
5/8" No. 1 Com. & Btr.	15,000'
5/8" No. 2 Common	15,000'
10/4" No. 1 Com. & Btr.	25,000'
PLAIN RED GUM	
1 1/4" No. 1 Com. & Btr.	15,000'
5/8" No. 1 Com. & Btr.	23,000'
5/8" FAS.	25,000'
5/8" No. 1 Common	25,000'
QUARTERED RED GUM	
1 1/4" FAS.	15,000'
5/8" No. 1 Common	50,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

QUARTERED WHITE OAK	
5/8" 1s & 2s	75,000'
5/8" No. 1 Common	60,000'
3/4" No. 2 Com. & Btr.	17,000'
PLAIN WHITE OAK	
5/8" No. 1 Common	75,000'
4/4" 1s & 2s	60,000'
PLAIN RED OAK	
5/8" No. 1 Com. & Btr.	30,000'
4/4" Sound Wormy	30,000'
QUARTERED RED GUM	
3/4" No. 1 Com. & Btr.	12,000'
1 1/4" 1s & 2s	11,000'
5/8" No. 1 Common	15,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

QUARTERED WHITE OAK	
4/4" No. 1 Common	12,000'
PLAIN WHITE OAK	
4/4" 1s & 2s	12,000'
4/4" No. 1 Common	25,000'
4/4" No. 2 Common	12,000'
PLAIN RED OAK	
1 1/4" No. 1 Common	25,000'
1 1/4" No. 2 Common	12,000'
4/4" No. 3 Common	60,000'
PLAIN RED GUM	
1 1/4" No. 1 Com. & Btr.	15,000'
1 1/4" No. 1 Common	25,000'
1 1/4" 1s & 2s	12,000'
QUARTERED RED GUM	
1 1/4" No. 1 Common	50,000'
1 1/4" 1s & 2s	25,000'
6/4" No. 1 Com. & Btr.	12,000'
5/8" No. 1 Com. & Btr.	25,000'
QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.	25,000'

Geo. C. Ehemann & Company

Office: Bank of Commerce and Trust Building

WHITE ASH BARGAINS

In addition to our regular supply of all grades and thicknesses, we offer the following, at bargain prices:

1" 1s & 2s	30,000'	6 1/4" No. 1 Common	70,000'
5/1" 1s & 2s	18,000'	8 1/4" No. 1 Common	90,000'
6 1/4" 1s & 2s	20,000'	10 1/4" No. 1 Common	18,000'
8/4" Com. & Btr.	75,000'	12/4" No. 1 Common	10,000'
10/4" Com. & Btr.	50,000'	16/4" No. 1 Common	11,000'
12/4" Com. & Btr.	15,000'	1 1/4" No. 2 Common	25,000'
16/4" Com. & Btr.	17,000'	5/8" No. 2 Common	18,000'
4/4" No. 1 Common	50,000'	8/4" No. 2 Common	50,000'
5/1" No. 1 Common	65,000'		

F. O. B. CARS MEMPHIS
WIRE ORDERS OUR EXPENSE

Thompson-Katz Lbr. Co.

14 TO 16" LENGTHS	
MONIES TRY DELTA SPOOK	
QUARTERED RED GUM	
5/8" No. 1 Com. & Btr.	15,000'
8/4" No. 1 Com. & Btr.	15,000'
6/4" No. 2 Com. & Btr.	15,000'
6/4" No. 1 Com. & Btr.	15,000'
4/4" No. 1 Com. & Btr.	15,000'
4/4" No. 1 Com. & Sel.	15,000'
PLAIN RED GUM	
5/8" No. 1 Com. & Btr.	15,000'
8/4" No. 1 Com. & Btr.	15,000'
6/4" No. 2 Com. & Btr.	15,000'
6/4" No. 1 Com. & Btr.	15,000'
4/4" No. 1 Com. & Btr.	15,000'
4/4" No. 1 Com. & Sel.	15,000'
PLAIN SAP GUM	
5/8" No. 1 Com. & Btr.	15,000'
8/4" No. 1 Com. & Btr.	15,000'
6/4" No. 2 Com. & Btr.	15,000'
6/4" No. 1 Com. & Btr.	15,000'
4/4" No. 1 Com. & Btr.	15,000'
4/4" No. 1 Com. & Sel.	15,000'
QUARTERED RED GUM	
5/8" No. 1 Com. & Btr.	15,000'
8/4" No. 1 Com. & Btr.	15,000'
6/4" No. 2 Com. & Btr.	15,000'
6/4" No. 1 Com. & Btr.	15,000'
4/4" No. 1 Com. & Btr.	15,000'
4/4" No. 1 Com. & Sel.	15,000'

Louisiana Red Cypress Co.

ASH	
4/4" FAS.	19,000'
4/4" No. 1 Common	24,000'
4/4" No. 2 Common	16,500'
5/4" FAS.	53,600'
5/4" No. 1 Common	57,000'
5/4" No. 2 Common	17,200'
6/4" FAS.	14,000'
6/4" No. 1 Common	80,000'
3/4" No. 1 Com. & Btr.	155,000'
10 1/4" No. 1 Com. & Btr.	12,000'
12/4" No. 1 Com. & Btr.	22,500'
CYPRESS	
4/4" FAS.	78,000'
4/4" Select	64,800'
4/4" No. 1 Shop	72,400'
5/4" FAS.	19,000'
5/4" Select	27,600'
5/4" No. 1 Shop	32,400'
8/4" FAS.	52,700'
8/4" Select	46,400'
POPLAR	
4/4" FAS.	15,000'
4/4" FAS. SND	22,000'

Welsh Lumber Company

ASH	
5/4" FAS.	30,000'
5/4" No. 1 Common	30,000'
5/4" No. 2 Common	100,000'
5/4" No. 3 Common	50,000'
COTTONWOOD	
4/4" Box Bds., 13-17"	18,000'
4/4" Box Bds., 9-12"	50,000'
4/4" FAS., 6-12"	225,000'
4/4" FAS., 13-17"	50,000'
5/4" FAS.	100,000'
5/4" No. 1 Common	100,000'
6 1/4" FAS.	15,000'
6 1/4" No. 1 Common	45,000'
6 1/4" No. 2 Common	10,000'
6 1/4" No. 3 Common	10,000'
SOFT MAPLE	
4/4" Log Run	60,000'
8/4" Log Run	100,000'
QUARTERED SAP GUM	
4 1/4 to 8/4" No. 1 C&B	500,000'
WHITE AND RED OAK	
4/4 to 8/4" All Grades	900,000'

Grismore-Hyman Company

WHITE ASH

1 1/4" FAS. 10" & up	1 car	8/4" No. 1 Com. & Btr.	2 cars
5/4" FAS. 10" & up	1 car	16/4" No. 1 Com. & Btr.	1 car
6 1/4" FAS. 10" & up	1 car	12/4" No. 1 Com. & Btr.	1 car
8/4" FAS. 10" & up	1 car	4/4" No. 1 Common	1 car
1 1/4" FAS. Regular	1 car	5/4" No. 1 Common	1 car
5/4" FAS. Regular	2 cars	6/4" No. 1 Common	1 car
6 1/4" FAS. Regular	2 cars	8/4" No. 1 Common	1 car
8 1/4" FAS. Regular	1 car	12/4" No. 1 Common	1 car
1 1/4" No. 1 Com. & Btr.	2 cars	4/4" No. 2 Common	1 car
5/4" No. 1 Com. & Btr.	2 cars	5/4" No. 2 Common	1 car
6 1/4" No. 1 Com. & Btr.	2 cars	8/4" No. 2 Common	1 car

White Ash Our Specialty

John M. Woods Lbr. Co.

MEMPHIS

PLAIN WHITE OAK	
1/2" FAS	242,000'
5/8" FAS	260,000'
3/4" FAS	86,000'
6 1/4" FAS	133,000'
4 1/4" No. 1 Common	204,000'
5 1/4" No. 1 Common	80,000'
5 1/8" No. 2 Common	61,000'
4 1/4" No. 2 Common	92,000'
PLAIN RED OAK	
3 1/8" FAS	67,000'
1 1/2" FAS	74,000'
2 1/4" FAS	87,000'
4 1/4" No. 1 Common	68,000'
4 1/4" No. 1 Common	187,000'
5 1/8" No. 2 Common	173,000'
4 1/4" No. 2 Common	53,000'

RED AND WHITE OAK	
1 1/4" Std. Wormy	53,000'
5 1/8" No. 3 Common	184,000'
4 1/4" No. 3 Common	343,000'
QUARTERED WHITE OAK	
2 1/4" FAS	76,000'
4 1/4" FAS	203,000'
6 1/4" FAS	71,000'
5 1/8" No. 1 Common	87,000'
4 1/4" No. 1 Common	437,000'
6 1/4" No. 1 Common	67,000'
8 1/4" No. 1 Common	81,000'
4 1/4" No. 2 Common	85,000'
4 1/4" Cl. Sps. 3 to 5 1/4"	113,000'
QUARTERED RED OAK	
4 1/4" FAS	60,000'
4 1/4" No. 1 Common	102,000'
PLAIN RED GUM	
5 1/8" FAS	51,000'
4 1/4" FAS	109,000'
4 1/4" No. 1 Common	101,000'
PLAIN SAP GUM	
5 1/8" FAS	96,000'

PLAIN WHITE OAK	
1 1/4" FAS	119,000'
4 1/4" No. 1 Common	452,000'
1 1/4" No. 2 Common	101,000'
1 1/4" No. 1 Bld. Plk	127,000'
PLAIN RED OAK	
1 1/4" FAS	25,000'
4 1/4" No. 1 Common	26,000'
MIXED OAK	
4 1/4" No. 3 Common	207,000'
QUARTERED RED GUM	
5 1/8" FAS	68,000'
8 1/4" FAS	123,000'
5 1/4" No. 1 Common	162,000'
8 1/4" No. 1 Common	72,000'
PLAIN RED GUM	
5 1/8" FAS	27,000'
5 1/8" No. 1 Common	27,000'
4 1/4" No. 1 Common	177,000'
4 1/4" No. 2 Common	52,000'
PLAIN SAP GUM	
5 1/8" FAS	28,000'
4 1/4" FAS, 9-12" Bxlds	93,000'

4 1/4" FAS, 13-17" Bxlds	58,000'
3 1/4" No. 1 Common	46,000'
4 1/4" No. 1 Common	167,000'
5 1/4" No. 1 Common	27,000'
4 1/4" No. 2 Common	150,000'
5 1/4" No. 2 Common	213,000'
6 1/4" No. 2 Common	41,000'
8 1/4" No. 2 Common	27,000'
4 1/4" No. 3 Common	31,000'
QUARTERED SAP GUM	
4 1/4" FAS	26,000'
5 1/4" FAS	95,000'
6 1/4" FAS	92,000'
ELM	
5 1/8" Nos. 2 & 3 Com.	12,000'
ASH	
10 1/4" FAS	19,000'
4 1/4" Log Run	55,000'
CYPRESS	
4 1/4" Log Run	101,000'

Panola Lumber & Mfg. Co.
Bank of Commerce Bldg., Memphis, Tenn.

ELM	
12 1/4" Log Run	160,000'
12 1/4" No. 2 & No. 3	26,000'
10 1/4" Log Run	135,000'
MAPLE	
10 1/4" Log Run	30,000'
8 1/4" Log Run	60,000'
SYCAMORE	
6 1/4" Log Run	20,000'
4 1/4" Log Run	37,000'
ASH	
16 1" Com. & Btr.	24,000'
12 1/4" Com. & Btr.	120,000'
10 1/4" Com. & Btr.	75,000'
8 1/4" No. 1 Common	71,000'

8 1/4" No. 2 Common	15,000'
6 1/4" No. 1 Common	21,000'
6 1/4" No. 2 Common	14,000'
5 1/4" No. 1 Common	20,000'
5 1/4" No. 2 Common	20,000'
4 1/4" No. 2 Common	55,000'
4 1/4" No. 3 Common	23,000'
5 1/8" Log Run	14,000'
SASSAPARA	
4 1/4" Com. & Btr.	9,000'
CYPRESS	
6 1/4" Sel. & Btr.	15,000'
6 1/4" No. 1 Common	40,000'
5 1/4" No. 1 Common	25,000'
1 1/4" No. 1 Common	48,000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.
Band Mill—BUDE, MISS.

General Sales Offices
1524 Exchange Bldg., MEMPHIS, TENN.
Manufacturers of
WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

**We Specialize in QUARTERED
WHITE OAK AND POPLAR**

COTTONWOOD	
4 1/4" BB, 9-12" 8 mo.	2 cars
4 1/4" BB, 13-17" 8 mo.	2 cars
4 1/4" FAS, 8-12" 8 mo.	3 cars
4 1/4" No. 1 Com., 8 mo.	4 cars
5 1/4" FAS, 8 mo.	4 cars
5 1/4" No. 1 Com., 8 mo.	5 cars
PLAIN RED GUM	
4 1/4" No. 1 Com., 6 mo.	1 car
5 1/4" No. 1 Com., 6 mo.	2 cars
QUARTERED RED GUM	
6 1/4" No. 1 Com., 6 mo.	1 car
8 1/4" Com. & Btr., 6 mo.	3 cars
PLAIN SAP GUM	
4 1/4" FAS, 10 mo.	3 cars
4 1/4" No. 1 Com., 10 mo.	8 cars
4 1/4" No. 2 Com., 10 mo.	3 cars
5 1/4" FAS, 12 mo.	3 cars
6 1/4" FAS, 12 mo.	1 car
6 1/4" No. 1 Com., 12 mo.	5 cars
QUARTERED SAP GUM	
8 1/4" Com. & Btr., 6 mo.	4 cars
TUPELO	
4 1/4" FAS, 12 mo.	3 cars
4 1/4" No. 1 Com., 12 mo.	5 cars
PLAIN RED OAK	
5 1/4" No. 1 Com., 12 mo.	4 cars
SYCAMORE	
10 1/4" Com. & Btr., 12 mo.	2 cars
MAPLE	
8 1/4" Log Run, 12 mo.	1 car
10 1/4" Log Run, 12 mo.	1 car
CYPRESS	
8 1/4" FAS, 8 mo.	1 car
8 1/4" Select, 8 mo.	1 car
8 1/4" No. 1 Shop, 8 mo.	1 car
4 1/4" No. 1 Shop, 8 mo.	2 cars
4 1/4" No. 1 Com., 8 mo.	3 cars

Johnson Bros. Hdwd. Co.

Kellogg Lumber Company

ASH	
4 1/4" Log Run	81,000'
8 1/4" Log Run	71,000'
10 1/4" Log Run	142,000'
12 1/4" Log Run	39,000'
4 1/4" No. 2 Common	118,000'
QUARTERED WHITE OAK	
1 1/2" FAS	12,000'
3 1/4" FAS	11,000'
4 1/4" FAS	20,000'
1 1/2" No. 1 Common	21,000'
3 1/4" No. 1 Common	37,000'
4 1/4" No. 1 Common	175,000'
5 1/4" No. 1 Common	15,000'
6 1/4" No. 1 Common	18,000'
8 1/4" No. 1 Common	29,000'
QUARTERED RED OAK	
1 1/4" FAS	59,000'

3 1/4" No. 1 Common	18,000'
4 1/4" No. 1 Common	126,000'
PLAIN WHITE OAK	
8 1/4" FAS	21,000'
4 1/4" FAS	15,000'
4 1/4" No. 1 Common	22,000'
8 1/4" No. 1 Common	136,000'
PLAIN RED OAK	
3 1/4" FAS	18,000'
4 1/4" FAS	22,000'
8 1/4" FAS	12,000'
3 1/4" No. 1 & No. 2 C.	116,000'
4 1/4" No. 1 Common	132,000'
5 1/4" No. 1 Common	50,000'
6 1/4" No. 1 Common	22,000'
1 1/4" No. 2 Common	116,000'
1 1/4" No. 2 Common	17,000'

Stimson Veneer & Lbr. Co.
INCORPORATED

MAY BROTHERS

Manufacturers

Hardwood Lumber

Office, Mills and Yards, Memphis, Tenn.

YELLOW CYPRESS	
6 1/4" FAS	1 car
4 1/4" FAS, 8 mo.	1 car
6 1/4" Selects	2 cars
4 1/4" Shop	1 car
6 1/4" Shop	3 cars
4 1/4" No. 1 C. Rand. Wd.	4 cars
6 1/4" No. 1 C. Rand. Wd.	2 cars
1 1/4" No. 1 C. Rand. Wd.	1 car
1 1/4" No. 1 Common	1 car
1 1/4" No. 1 Common	2 cars
1 1/4" No. 1 Common	1 car
PLAIN RED GUM	
4 1/4" No. 1 Com. & Btr.	1 car
POPLAR	
4 1/4" No. 1 Com. & Btr.	3 cars
QUARTERED SAP GUM	
8 1/4" No. 1 Com. & Btr.	2 cars

PLAIN SAP GUM	
5 1/4" Log Run	1 car
6 1/4" Log Run	2 cars
8 1/4" Log Run	2 cars
10 1/4" Log Run	1 car
12 1/4" Log Run	1 car
MAPLE	
4 1/4" Log Run	1 car
5 1/4" Log Run	1 car
6 1/4" Log Run	1 car
8 1/4" Log Run	2 cars
10 1/4" Log Run	1 car
4 1/4" No. 1 Common	2 cars
4 1/4" No. 1 Common	1 car
PLAIN WHITE OAK	
4 1/4" No. 1 Com. & Btr.	3 cars
PLAIN RED OAK	
4 1/4" No. 1 Com. & Btr.	2 cars
ASH	
1 1/4" Log Run	1 car

Ersine Williams Lbr. Co.

HARDWOODS

MEMPHIS

PLAIN SAP GUM	
4 1/2" FAS & Box Bds.	13" & up..... 1 car
5 1/4" FAS & Box Bds.	13" & up..... 1 car
5 1/4" No. 1 Common.....	3 cars
4 1/4" No. 2 Common.....	1 car
4 1/4" No. 2 Com. & Btr..	2 cars
8 1/4" FAS.....	1 car
8 1/4" No. 2 Common.....	6 cars
QUARTERED SAP GUM	
4 1/4" No. 1 Com. & Btr..	1 car
5 1/4" FAS.....	1 car
8 1/4" FAS.....	1 car
8 1/4" No. 1 Common.....	3 cars
8 1/4" No. 1 Common.....	3 cars
QUARTERED RED GUM	
4 1/4" No. 1 Com. & Btr..	1 car

PLAIN RED GUM	
8 1/4" No. 1 Com. & Btr..	2 cars
8 1/4" No. 1 Com. & Btr..	1 car
PLAIN BLACK GUM	
4 1/4" No. 1 Com. & Btr..	1 car
5 1/4" No. 1 Com. & Btr..	3 cars
QUARTERED BLACK GUM	
8 1/4" No. 1 Com. & Btr..	2 cars
POPLAR	
4 1/4" No. 2 Com. & Btr..	1 car
5 1/4" No. 2 Com. & Btr..	2 cars
4 1/4" No. 2 Common.....	1 car
PLAIN WHITE AND RED OAK	
4 1/4" Sound Wormy.....	25 cars
8 1/4" Sound Wormy.....	3 cars
QTD. WHITE AND RED OAK	
4 1/4" Sound Wormy.....	2 cars

QUARTERED WHITE OAK	
4 1/4" No. 1 Common.....	15,000'
4 1/4" No. 2 Common.....	15,000'
5 1/4" No. 1 Common.....	18,000'
4 1/4" No. 1 & Btr., 2" to	5 1/2" Strips..... 18,000'
PLAIN WHITE OAK	
4 1/4" No. 1 & Btr.....	25,000'
PLAIN RED OAK	
5 1/8" FAS, 12" & up.....	20,000'
5 1/8" No. 1 Common.....	16,000'
4 1/4" FAS, 12" & up.....	20,000'
4 1/4" FAS, 10" & up.....	9,000'
4 1/4" FAS.....	15,000'
4 1/4" Sound Wormy.....	30,000'
QUARTERED RED GUM	
4 1/4" FAS.....	50,000'
4 1/4" No. 1 Common.....	75,000'
5 1/4" No. 1 Common.....	50,000'
6 1/4" FAS.....	8,000'
6 1/4" No. 1 Common.....	25,000'
8 1/4" FAS.....	20,000'
8 1/4" No. 1 Common.....	35,000'

4 1/4" FAS, SND.....	100,000'
4 1/4" No. 1 Com., SND.....	100,000'
5 1/4" FAS.....	20,000'
5 1/4" No. 1 Common.....	20,000'
6 1/4" No. 1 Common.....	50,000'
8 1/4" FAS.....	30,000'
8 1/4" No. 1 Common.....	30,000'
12 1/4" No. 1 & Btr.....	12,000'
SAP GUM	
4 1/4" Panel & Wide No. 1	18" & up..... 15,000'
QUARTERED BLACK GUM	
4 1/4" Com. & Btr.....	30,000'
SYCAMORE	
4 1/4" Log Run.....	15,000'
HICKORY	
8 1/4" Log Run.....	5,000'
WALNUT	
4 1/4" Log Run.....	4,000'

Ferguson & Palmer Company

Good Widths and Lengths. 1 Month's Dry	
ASH	
4 1/4" No. 2 Common.....	1 car
ASH DOG BOARDS	
4 1/4" No. 2 & Btr.....	1 car
CYPRESS	
4 1/4" 6/18/10/4" Shop & Btr.	1 car
4 1/4" 5/4".....	No. 1 & No. 2
ELM	
4 1/4" 5/4" 8/4".....	Log Run
4 1/4" 6/4" 8/4".....	No. 2 Common
4 1/4" 6/4" 8/4".....	No. 3 Common
RED GUM	
4 1/4" No. 2 Common.....	1 car
SAP GUM	
4 1/4" No. 2 Common.....	1 car

Chicago Lumber & Coal Co.

824 Arcade Bldg., St. Louis, Mo.
CHICAGO OFFICE.....Marquette Building
DETROIT OFFICE.....Book Building

ASH	
5 1/4" No. 1 Com., dry....	1 car
5 1/4" No. 2 Com., dry....	1 car
QTD. RED GUM, S. N. D.	
4 1/4" FAS, 3 mo. dry....	2 cars
4 1/4" No. 1 C., 3 mo. dry.	3 cars
8 1/4" FAS, 6 mo. dry....	4 cars
8 1/4" No. 1 C., 6 mo. dry.	4 cars
10 1/4" FAS, 6 mo. dry....	2 cars
10 1/4" No. 1 C., 6 mo. dry.	2 cars
PLAIN SAP GUM	
5 1/8" FAS, dry.....	6,000'
5 1/8" No. 1 C., dry.....	20,000'
QUARTERED RED GUM	
4 1/4" FAS, 3 mo. dry....	1 car
4 1/4" No. 1 C., 3 mo. dry.	3 cars
QTD. FIG. GUM	
4 1/4" FAS, 2 mos. dry....	4,000'
4 1/4" No. 1 C., 2 mo. dry.	5,000'
QUARTERED RED GUM	
6 1/4" FAS, dry.....	4,000'
6 1/4" No. 1 Com., dry....	7,000'
8 1/4" FAS, 3 mo. dry....	1 car
8 1/4" No. 1 C., 3 mo. dry.	3 cars
QUARTERED WHITE OAK	
4 1/4" FAS, 2 mos. dry....	9,000'
4 1/4" No. 1 Com., dry....	100,000'
4 1/4" No. 2 Com., dry....	50,000'
5 1/4" FAS, dry.....	18,000'
5 1/4" No. 1 Com., dry....	60,000'
5 1/4" No. 2 Com., dry....	30,000'
PLAIN WHITE OAK	
4 1/4" FAS, dry.....	7,000'
5 1/4" No. 1 Com., dry....	20,000'
5 1/4" No. 2 Com., dry....	15,000'
QUARTERED RED OAK	
5 1/4" No. 1 Com., dry....	20,000'
5 1/4" No. 2 Com., dry....	5,000'
PLAIN RED OAK	
3 1/4" FAS, dry.....	4,000'
3 1/4" No. 1 Com., dry....	40,000'
3 1/4" No. 2 Com., dry....	20,000'
4 1/4" FAS, dry.....	15,000'
5 1/4" No. 1 Com., dry....	15,000'

Rush Lumber Company

Thompson & De Fenelon

Quality
Hardwood Lumber

Mixed Cars Our Specialty
Kiln Dried or Air Dried

ALSO SURFACE AND RESAW

Office and Yard
Memphis, Tenn.

Mills
Louisiana and Arkansas

The Mossman Lumber Co.
INCORPORATED

SAP GUM	
4 1/4" FAS.....	1 car
4 1/4" FAS.....	3 cars
5 1/4" C. & B.....	3 cars
4 1/4" No. 1 Com.....	3 cars
QTD. RED GUM SND	
4 1/4" C. & B.....	2 cars
6 1/4" C. & B.....	2 cars
8 1/4" C. & B.....	5 cars
TUPELO GUM	
4 1/4" FAS.....	5 cars
QTD. RED GUM	
4 1/4" No. 1 Com.....	1 car
5 1/4" No. 1 Com.....	3 cars
8 1/4" C. & B.....	2 cars
PLAIN RED OAK	
4 1/4" FAS.....	1 car
5 1/4" FAS.....	1 car
8 1/4" FAS.....	1 car
8 1/4" No. 1 Com.....	1 car
PLAIN MIXED OAK	
4 1/4" FAS.....	1 car
PLAIN WHITE OAK	
8 1/4" No. 1 Com.....	2 cars
CYPRESS	
6 1/4" Sel & Bet.....	1 car
POPLAR	
4 1/4" Sap & Bet.....	1 car
1 1/2" No. 1 Com.....	3 cars
4 1/4" No. 2 A Com.....	2 cars

Richards Hardwood Co.

QTD. RED GUM, SND.	
5 1/4" 1s & 2s.....	13,000'
5 1/4" Com. & Btr.....	13,000'
8 1/4" Com. & Btr.....	50,000'
PLAIN SAP GUM	
4 1/4" No. 1 Com. & Sel.....	15,000'
4 1/4" No. 2 Common.....	30,000'
4 1/4" No. 3 Common.....	30,000'
5 1/4" No. 1 Com. & Sel.....	50,000'
6 1/4" Com. & Btr.....	35,000'
PLAIN RED GUM	
4 1/4" No. 1 Com. & Sel.....	25,000'
5 1/4" No. 1 Com. & Btr.....	15,000'
6 1/4" No. 2 Common.....	100,000'
QUARTERED RED GUM	
4 1/4" No. 1 Com. & Sel.....	15,000'
5 1/4" No. 1 Com. & Sel.....	25,000'
QUARTERED WHITE OAK	
4 1/4" 1s & 2s.....	40,000'
6 1/4" No. 1 Com. & Sel.....	100,000'
QUARTERED RED OAK	
4 1/4" Com. & Btr.....	30,000'
4 1/4" No. 2 Common.....	35,000'
PLAIN WHITE OAK	
3 1/4" 1s & 2s.....	15,000'
3 1/4" No. 1 Com. & Sel.....	15,000'
4 1/4" 1s & 2s.....	50,000'
5 1/4" 1s & 2s.....	12,000'
5 1/4" No. 1 Com. & Sel.....	35,000'
8 1/4" Log Run.....	15,000'
QUARTERED WHITE OAK	
4 1/4" 1s & 2s.....	40,000'
4 1/4" No. 2 Common.....	50,000'
4 1/4" C. & B. Strips.....	30,000'
6 1/4" No. 1 & 2 Com.....	35,000'
8 1/4" No. 1 & 2 Com.....	14,000'

Geo. C. Brown & Company

PLAIN WHITE OAK	
5 1/8" Sel. & Btr.....	15,200'
5 1/8" No. 3 Com.....	22,100'
PLAIN RED OAK	
4 1/4" No. 2 Com. & Btr.	18,500'
6 1/4" No. 2 Com. & Btr.	169,000'
PLAIN MIXED OAK	
5 1/8" No. 1 Com.....	4,000'
4 1/4" No. 3 Com.....	54,500'
4 1/4" Snd. Wormy.....	34,500'
6 1/4" Sd. Wormy.....	15,600'
6 1/4" No. 3 Com.....	52,600'
QUARTERED RED GUM	
4 1/4" No. 1 Com. & Btr.	31,900'
4 1/4" 1s & 2s.....	15,000'
PLAIN RED GUM	
5 1/8" No. 1 Com. & Btr.	39,800'
QUARTERED SAP GUM	
4 1/4" No. 1 Com. & Btr.	13,500'
PLAIN SAP GUM	
5 1/8" No. 2 Com. & Btr.	57,400'
5 1/4" No. 1 Com.....	5,000'
6 1/4" No. 1 Com.....	30,000'
PLAIN WHITE OAK	
8 1/4" No. 2 Com.....	14,800'
CYPRESS	
4 1/4" No. 1 & 2 Com.....	124,800'
4 1/4" Pecky.....	57,100'
5 1/4" No. 1 & 2 Com.....	17,000'
4 1/4" & 5 1/4" Shorts.....	14,500'
8 1/4" No. 1 & 2 Com.....	90,000'
COTTONWOOD BOXBOARDS	
4 1/4" 13" & up.....	109,900'
4 1/4" 9" to 13".....	188,600'
4 1/4" No. 2 Com. & Btr.	285,000'
5 1/4" No. 1 Com. & Btr.	59,600'
8 1/4" Dog Fds.....	381,800'
WHITE ASH	
4 1/4" 1s & 2s 10" & Up.	12,000'
4 1/4" 1s & 2s 6" & Up.	5,000'
4 1/4" No. 1, 2 & 3 Com.	79,000'
8 1/4" No. 2 & 3 Com.	131,300'
ELM	
6 1/4" No. 2 & 3 Com.	110,800'
8 1/4" Dog Boards.....	62,500'
LOCUST	
4 1/4" Log Run.....	23,500'

Mark H. Brown Lbr. Co.

"HOOSIER HAVE MADE"

DRY HARDWOODS

4/4" FAS Quartered White Oak.....	1/2 car
4/4" No. 1 Common Quartered White Oak.....	3 cars
1/2" No. 2 Common & Better Quartered White Oak.....	1/2 car
4/4" Clear Quartered White Oak Strips.....	1 car
5/4" No. 1 Common & Better Quartered White Oak.....	2 cars
5/8" No. 2 Common & Better Quartered White Oak.....	1 car
4/4" No. 1 Common & Better Quartered Red Oak.....	2 cars
4/4" FAS Plain Red Oak.....	1 car
4/4" FAS Plain White Oak.....	1 car
5/8" No. 2 Common & Better Quartered Sycamore.....	2 cars
4/4" No. 2 Common & Better Quartered Sycamore.....	1/2 car
5/4" No. 2 Common & Better Quartered Sycamore.....	1 car
5/8" No. 2 Common & Better Plain Sycamore.....	1 car
10/4" No. 2 Common & Better Beech.....	2 cars
12/4" No. 2 Common & Better Hard Maple.....	2 cars
14/4" No. 2 Common & Better Soft Maple.....	2 cars
5/8" No. 2 Common & Better Soft Maple.....	1 car
14/4" No. 2 Common & Better Elm.....	1 car
6/4" No. 2 Common & Better Hickory.....	2 cars
10/4" No. 2 Common & Better Hickory.....	1/2 car
5/8" No. 2 Common & Better Poplar.....	2 cars
4/4" No. 2 Common & Better Quartered Black Gum.....	1 car
5/8" to 8/4" FAS Walnut.....	1 car
5/8" x3" and 4" Crating.....	3 cars
1/2" Wide Crating.....	1 car

J.T.KITCHEN LUMBER CO.
COLUMBUS, INDIANA

All Our Logs Are Like These

*These fine white oak logs grew five miles
from our mill. Plenty more just like them*



Straight or Mixed Carlots

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, etc.

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana Quartered Red and White OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

Pierson-Hollowell Lumber Co.

Manufacturers and Wholesalers
HARDWOOD LUMBER

Write for our prices on

WALNUT

Also get our prices on

OAK, WHITE ASH, BEECH
MAPLE, SOFT ELM, POPLAR

And other hardwoods

Pierson-Hollowell Lumber Co.

507-508 Lemcke Bldg., Indianapolis, Indiana

INDIANA HARDWOODS

HARDWOODS HISTORY

SOUTHERN ELM

5/8 No. 2 C&B. 50M 6/4 No. 2 C&B. 30M
4/4 No. 2 C&B. 100M 8/4 No. 2 C&B. 50M
5/4 No. 2 C&B. 60M 10/4 No. 2 C&B. 50M
12/4 No. 2 C&B. 75M

All band sawed, edged and trimmed lumber. It's been on sticks for eight months or longer and is in fine shipping shape. Lengths are good, running 40% or more 14 and 16' and the widths are fine. Prompt shipment can be made from Dyersburg, Tenn.

NORTH VERNON LUMBER MILLS
NORTH VERNON, INDIANA

Eisaman-Richer Lumber Co.

PERU, INDIANA

Specializing in
Indiana
Black Walnut

Situated in the heart of Indiana, where are still grown the finest hardwoods in the country, our mills at Peru and Kokomo produce "Hoosier Hardwoods" exclusively. Inquiries solicited on heavy Oak, Ash, Hard Maple, Elm, Beech and Sycamore.



CHARLES H. BARNABY
Mfr. of Band Sawed Hardwood Lumber and Veneers
GREENCASTLE, INDIANA

ASH TOUGH INDIANA STOCK

4/4" 1s&2s	15,000 ft.
8/4" No. 1 Common & Better	26,000 ft.
8/4" No. 1 Com. & Better, 10" and up	7,000 ft.
10/4" No. 1 Common & Better	57,000 ft.
12/4" No. 1 Common & Better	50,000 ft.
16/4" No. 1 Common & Better	9,000 ft.
4/4" No. 1 Common	29,000 ft.
5/4" No. 1 Common	19,000 ft.
4/4" No. 2 Common	20,000 ft.
5/4" No. 2 Common	11,000 ft.
6/4" No. 2 Common	28,000 ft.
12/4" No. 2 Common	10,000 ft.

ALL BAND SAWN—WELL MANUFACTURED—
DRY—EXCELLENT WIDTHS AND LENGTHS

This Lumber Is Ready for Prompt Shipment

WRITE OR WIRE FOR PRICES

Maley & Wertz Lumber Co.
Mills: EVANSVILLE, IND.; KEIRN, MISS.

Ask Grandad. He Used Them

E. SONDHEIMER COMPANY

MEMPHIS, TENNESSEE

MANUFACTURERS HARDWOOD LUMBER

DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN RED GUM	
1/8" 1s & 2s.....	75,000'
4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Common..	75,000'

QUARTERED RED GUM	
4/4" 1s & 2s.....	30,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	12,000'
5/4" No. 1 Common..	25,000'
6/4" 1s & 2s.....	21,000'
6/4" No. 1 Common..	5,000'
8/4" 1s & 2s.....	25,000'
8/4" No. 1 Common..	25,000'
10/4" No. 1 C. & B..	40,000'
12/4" No. 1 C. & B..	9,000'

QUARTERED SAP GUM	
5/8" 1s & 2s.....	25,000'
5/8" No. 1 Common..	15,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
5/4" 1s & 2s.....	25,000'
5/4" No. 1 Common..	25,000'

SOFT ELM	
6/4" Log Run	25,000'
8 4" Log Run	100,000'

PLAIN SAP GUM	
3/4" No. 1 Common..	25,000'
4/3" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
1x13-17" Box Bds.,	100,000'
1x9-10" Box Bds.,	100,000'
5/4" 1s & 2s.....	100,000'
5/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	200,000'
6/4" 1s & 2s.....	25,000'
6/4" No. 1 Common..	50,000'

PLAIN RED OAK	
3/4" 1s & 2s.....	30,000'
8/4" No. 1 Common..	100,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	100,000'
4/4" No. 3 Common..	200,000'
5/4" 1s & 2s.....	15,000'
6/4" No. 1 C. & B..	10,000'
8/4" No. 1 C. & B..	10,000'

QUARTERED RED OAK	
4/4" No. 1 Common..	15,000'
4/4" No. 2 Common..	15,000'

QUARTERED WHITE OAK	
4/4" No. 1 Common..	17,000'
4/4" No. 2 Common..	15,000'

PLAIN WHITE OAK	
3/4" No. 1 Common..	40,000'
4/4" 1s & 2s.....	15,000'
4/4" No. 1 Common..	15,000'
4/4" No. 2 Common..	15,000'
5/8" No. 3 Common..	25,000'

WILLOW	
4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	25,000'
5/4" 1s & 2s.....	35,000'
5/4" No. 1 Common..	50,000'
5/4" No. 2 Common..	75,000'
6/4" 1s & 2s.....	75,000'
6/4" No. 1 Common..	75,000'
6/4" No. 2 Common..	25,000'
8/4" 1s & 2s.....	15,000'
8/4" No. 1 Common..	20,000'
8/4" No. 2 Common..	30,000'

QUARTERED TUPELO	
4/4" 1s & 2s.....	35,000'
4/4" No. 1 Common..	20,000'

PLAIN TUPELO	
4/4" 1s & 2s.....	30,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	35,000'
5/4" No. 1 Common..	17,000'
6/4" 1s & 2s.....	35,000'

6/4" No. 1 Common..	40,000'
6/4" No. 2 Common..	17,000'

COTTONWOOD	
4/4" 1s & 2s.....	100,000'
1x13-17" Box Bds.,	50,000'
4/4" No. 1 Common..	200,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Common..	25,000'
6/4" 1s & 2s.....	30,000'
6/4" No. 1 Common..	100,000'
6/4" No. 2 Common..	150,000'

ASH	
4/4" No. 1 C. & B....	5 cars
8/4" No. 1 C. & B....	3 cars
5/4" No. 1 C. & B....	3 cars
10/4" No. 1 C. & B....	2 cars
3" No. 1 C. & B....	1 car

CYPRESS	
1" 1s & 2s.....	3 cars
6/4" 1s & 2s.....	1 car
8/4" 1s & 2s.....	1 car
1" Select	3 cars
1" No. 1 Shop.....	5 cars
5/4" Select	1 car
5/4" No. 1 Shop.....	1 car
6/4" Select	1 car
6/4" No. 1 Shop.....	1 car
4/4" No. 1 Common..	5 cars
4/4" No. 2 Common..	5 cars
4/4" Pecky	1 car

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12/4 No. 1 Com. & Btr. Birch, 60% FAS.....	20,000'
4/4 No. 1 Com. & Btr. Soft Elm.....	40,000'
6/4 No. 1 Com. & Btr. Soft Elm, 40% FAS.....	150,300'
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Hardwood Record

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Vol. LIII

CHICAGO, JULY 25, 1922

No. 7

Review and Outlook

General Market Conditions

WERE IT NOT FOR THE INDUSTRIAL disturbances there would be no "flies in the ointment" that is lubricating business back to a more acceptable basis. The coal strike, which has now been under way for about seventeen weeks, proceeded until recently without much disturbance of industry. Had it remained the single factor of major industrial disturbances its effect would quite possibly have continued more or less negligible. But the coal strike, coupled with the rail strike, presents a combination of two extreme emergencies, the demoralizing effect of each being substantially augmented by the existence of the other.

Statistics of the Department of Commerce show that labor difficulties are beginning to affect industrial output. The coal strike has endured sufficiently long to have made substantial inroads into surplus supplies, available stocks having become sufficiently depleted to have caused the formulation of rather drastic plans for replenishment.

What the outcome will be in either the coal or the rail strike is a matter yet to be determined, but from the standpoint of national prosperity, these developments certainly came at an inopportune time. It cannot be disputed that business has emerged from obscurity and has disentangled its feet from the mire of depression. It is most encouraging that a consistent improvement over the past two or three months has shown such acceleration as to have spread itself over most sections of the country and most industries. At least, where noticeable improvement has not made itself keenly felt, the alignment of prospects and determining factors has become so much more favorable as to have wedded practically the entire country to the realization of the imminent return of normal sales volume. It is further most encouraging to note from significant banking figures that this improvement has come about practically without inflation and based strictly on a sound foundation of expanding demand and improving production.

The strikes have hit at the fundamentals in both phases. Steadfast demand results from universally improved buying power, which can follow only when the conditions of employment are good. The coal strike pulled out several hundred thousand men, and if the rail strike becomes purely national its immediate effect upon buying power is easy to understand. The second effect of these unfortunate occurrences would be restriction of pro-

duction, first, due to the shortage of coal, and second, as transportation facilities are gradually restricted with the spreading influences of the strike inbound movement of raw material and outbound movement of finished articles will be congested.

Carrying the thought still further, any such restriction of production would of necessity result indirectly in further decrease in employment and hence in buying power. Thus it becomes apparent that while the influences of labor disturbances are still more or less a matter of speculation, the possibility is a very serious one, and particularly serious in that the country has through herculean efforts and sane tactics pulled itself literally by the boot straps from the quagmire.

For the immediate present it would probably be sufficient to consider only such conditions as function in a current manner and without relation to future influences. In the matter of hardwood markets, the condition has certainly improved very materially over the past several weeks, and notable advances have been recorded, with a general strengthening in tone all along the line. This tone is the result of fundamental facts having to do primarily with consumption, the matter of supply, though, still having a substantial effect. The primary avenues of consumption are the building industries, the automobile trades, furniture industries and a scattered miscellany of industries less important singly but mounting to a huge aggregate. Building keeps up though with some slight indication of lessening contracts as the fall approaches, while the automobile trade has set and maintained a most encouraging pace. In the furniture industry the prospect is probably more encouraging than the manufacturers themselves would admit, it being unofficially established that sales at the mid-summer market at Chicago and Grand Rapids probably doubled the sales in January markets. In other words, the furniture shows resulted in splendid success, and without outside influences the progress of the industry would be notably satisfying. It is because this period of splendid demand has followed a more or less protracted state of restricted buying, and is linked with the continuance of broken mill stocks that the tone of hardwood prices has shown material improvement.

Last fall buyers were warned by producing interests to stock up, but because of counsel within their organizations they held back. There followed a sudden period of heavy concerted buying, resulting in excessive increase in prices. This condition did not last

long, as business fundamentally had not gone far enough to sustain such sudden improvement, though this lack of balance between supply and demand would be apt to have a more permanent effect this year than last, as the country is in much better shape to prolong such tendency to inflation.

In view of the distracting elements in industrial circles, it is not wise to counsel too strenuously one way or the other in the matter of purchases of raw material, but it would be **HARDWOOD RECORD's** version of the situation that just as soon as there is some definite settlement of the labor controversies, consumers of hardwood lumber should immediately look to effecting a good coverage. Following the excessive high water which prevailed this spring, there has been a general movement to resume operation, but in spite of the large number of mills that have gotten back into production, it is apparent to the careful observer that but a very small proportion of the small mills that make up a substantial volume of the cut have resumed. In addition, water still covers considerable areas, as the stage this year was so far beyond anything of record that it reached points which in many cases were never before touched. In short, while most of the larger mills have resumed, there is still a fair proportion of them who have not, and in addition there is very little production amongst the small mills, which in itself would seriously militate against a full and adequate total. If the industrial situation becomes ironed out so that it does not of itself seriously interfere with expected progress to full improvement, the demand for hardwoods which must eventuate will still be out of proportion to the quantity of stock available.

Second Hoover Conference Reports Progress

THE SECOND CONFERENCE called under the auspices of the National Lumber Manufacturers' Association and operated under the so-called Hoover program convened at Chicago last week, as recorded in complete detail elsewhere in this issue. A casual examination of the record might indicate a more or less anomalous outcome as the conference met without the ability to bring forth conclusive results. As stated by the chair, it was the desire of Secretary Hoover that this conference refrain from expressing a yes or no vote on any question up for discussion. It was the express desire of the secretary that the conference confine itself entirely to a mere expression of opinion for the further guidance of the constituencies of the delegates present. Thus, with a single exception of the selection of what might be termed a "steering committee," the conference refrained from positive action on any subject presented.

The conference was called in attendance for the purpose of listening to a report from the committee on standardization which had met during the preceding days with engineers, government experts and others at the Forest Products Laboratory at Madison, Wis. From this meeting evolved a rather complete report with specific recommendation in the matter of grades, sizes, definitions, etc., as covering the softwoods. As part of the same report there was handed down a very brief manuscript covering hardwoods recommending a

complete technical survey of the hardwood consuming industries and containing certain blanket recommendations for consideration in the matter of grade definitions.

The single definite action coming out of the conference, namely, the appointment of the steering committee, gives promise of great accomplishment, as with this less unwieldy body the conference will be able to keep the matter constantly alive and in a state of perpetual animation. The personnel of this committee leaves no room for doubt as to its proper functioning. Also, with the request from the recently formed Hardwood Manufacturers' Institute that a representative of the National Hardwood Lumber Association be especially invited to sit on this committee, there seems to be a strong hope that the controversial aspect on the hardwood participation in the Hoover program may be at least partly minimized.

HARDWOOD RECORD has had the thought since the appointment of this committee that possibly there is not sufficient representation from the consumers to adequately cover all the consuming angles. However, the committee has the power to enlarge itself and it is to be hoped that when it so functions it will recognize the necessity for having one special member as representative of the hardwood consuming industries.

The Saving Wage

THE "SAVING WAGE;" that is, the wage which will permit a worker not only to have the necessities and some of the pleasures of life, but to accumulate a competence for his old age, or the "rainy day," was recently discussed by James J. Davis, secretary of labor, in a series of articles in the Chicago Daily Tribune. Secretary Davis maintains that the American laborer will never again be content with the so-called "living wage," which is adjusted rigidly to the scale of the cost of living and affords only a bare existence. In times of depression and great unemployment the laborer may submit to this wage, but in the recurrent eras of prosperity, he will demand and compel the payment of the "saving wage." In his first article the Secretary quoted this expression from one of President Harding's addresses, meaning it to describe the new position which the American worker has achieved and which he must hold:

The workman's lowest wage must be enough for comfort, enough to make his house a home, enough to insure that the struggle for existence shall not crowd out the things worth existing for.

That is a sentiment which the enlightened, liberty-loving American employer no doubt endorses, but it implies obligations upon the worker as well as the employer. A wage that adheres to this ideal is impossible of being consistently maintained without favorable conditions and a high efficiency on the part of labor. The world is still a vast battlefield, where the rule is that the fittest garner the best fruits. There will always be some who because of their own ignorance, slothfulness, or misfortune, must suffer.

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Northern Millmen Adopt Guarantee Plan

Northern Hemlock & Hardwood Manufacturers' Association Decides at Semi-Annual Meeting to Issue Inspection Certificates to Consumers—Sherrill and Dulweber Present Hardwood Institute Idea—Votes to Resume Statistical Work

Shipments emanating from mills owned by members of the Northern Hemlock & Hardwood Manufacturers' Association will be protected by certificates of inspection showing grade and piece tally, according to a resolution adopted by the association at its semi-annual meeting in Milwaukee at the Pfister Hotel, on July 13, the first day of its two-day session. Consumers desiring to check up on the grade and contents of a car of lumber originating from one of the association mills may secure these certificates upon application at the association offices. But by the terms of the resolution the name of the mill will not be disclosed on the certificate.

The resolution containing the provision for the issuing of these certificates also provides for the placing of tally cards in cars and for deputizing by the association of inspectors to issue these certificates at the mills. Like the certificate, the tally cards will not carry the name of the mill originating the shipment. The resolution also favored grade marking in so far as practicable.

Blank copies of the certificates are to be secured by the various mills of the association from the association offices.

The adoption of this plan to safeguard the interests of the buyers of the products of these mills culminated a discussion of the Washington conference, which was opened by reports from C. A. Goodman of Marinette, Wis., and Edward Hines of Chicago, delegates from the association to the recent Washington conference. The resolution embodying the plan was introduced by Mr. Hines. In its preamble the resolution declared "that those present endorse Secretary Hoover's intent to protect the buyers of our product and that we go on record as desiring co-operation so far as practicable."

Another resolution resulting from a discussion of the question of standardization and guarantees was introduced by C. H. Worcester of Chicago. This resolved:

That the Northern Hemlock & Hardwood Manufacturers' Association thanks the committee to the Hoover conference, composed of C. A. Goodman and Edward Hines, for its very full and competent report on the proceedings before this conference, and that same committee represent the association at all future meetings along this same line and thereafter report back to the association; also that the chairman of the committee on grades, Ray McQuillan of Antigo, Wis., be asked to join this committee in all its future work.

Resolved, That the association express appreciation of the good intentions of Secretary of Commerce Hoover in working for standardization within the lumber industry.

Sherrill and Dulweber Bring Greetings

On the second day of the association's meeting the Washington conference again came to the forefront when C. H. Sherrill of New Orleans, president, and B. F. Dulweber of Greenwood, Miss., a director of the Hardwood Manufacturers' Institute, addressed the northern manufacturers in an appeal for co-operation of all hardwood manufacturers in support of the conference program.

The description by these two officials of the Institute, of its aims and ideals, resulted in the introduction by Edward Hines, and the unanimous adoption, of a resolution referring the question to the board of directors of the Northern Hemlock & Hardwood Manufacturers' Association and providing for the sending of copies of Mr.

Dulweber's remarks to the members of the association. This resolution was seconded by R. B. Goodman of Goodman, Wis.

Mr. Sherrill declared at the opening of his brief address that he was proud of the fact that he had been asked to carry the burdens of leadership of the Hardwood Manufacturers' Institute. He then told the northern manufacturers that he was bringing to them the "heartiest greetings" of the members of the Institute.

"Our cause is a common cause," Mr. Sherrill continued, "and I am very glad that the time has arrived, not only in the lumber industry but in the world at large, when we must get together to discuss our common problems."

Referring to the Washington conference, Mr. Sherrill said that he had learned there that there are many things in the lumber industry which must be changed. "The atmosphere at that conference was charged with the idea that there are many things we must do to improve the practices of our industry or legislative action will be taken to force the issue," he said.

Here he was reminded of Belshazzar's feast and the handwriting on the wall, "Mene, mene, tekel, upharsin"—"You have been weighed in the balance and found wanting." "We have been 'weighed in the balance and found wanting,' and we have been called upon to clean our house," he asserted.

Considering the best methods of bringing about the needed reforms, Mr. Sherrill said that the founders of the Institute are trying to set up a national institution and not trying to confine it to the South or any other region. "We hope to so conduct ourselves that all branches of hardwood lumber manufacturing may be united in a co-operative effort to get the results found necessary at Washington," he said.

Need Aid of Regionals

In working for the Washington conference program, affiliation with regional organizations is necessary, he explained, but the work must be directed by a central body, as it is being directed by the National Lumber Manufacturers' Association. As an example of one of the important aspirations of the program he mentioned a uniform set of lumber inspection rules, which shall become not only national but international.

The hardwood industry has problems that other divisions of the lumber industry do not have to contend with, Mr. Sherrill stated, and the manufacturers have problems that do not concern those who are not manufacturers. He named here the problems of production costs, logging and other questions of special interest to manufacturers. "These problems can not be properly considered unless the manufacturers are nationally organized," he said. "If we can meet with you at your council table and you can meet with us, we can eliminate duplication of effort."

Speaking specifically of the Institute which he heads, Mr. Sherrill said that "we don't propose to spare expense nor time to set up the machinery necessary to successfully carry out our program.



M. J. FOX, President

Picture of the Washington Conference

Resumé Taken Directly from Official Transcript Covering Complete Proceedings of Four-Day Conference at Washington, Called to Work Out the Hoover Program

There are just two kinds of persons who may clearly visualize the deliberations held at the famous Washington conference, May 22-26. The first must have actually attended the conference and the other must carefully read the official transcript of the proceedings. This conference is now a matter of history several weeks old, but the story has been only half told, or recounted in such a way as to lead to no definite conviction.

The preparation of this resumé is something about which we do not desire to boast. The necessity for presenting such a picture was apparent prior to our last issue and the material duly gotten together after several diligent readings of the entire manuscript. The tremendous pressure for space in the June 25 issue, however, precluded the possibility of using this resumé at that time, and possibly its presentation in the current issue will be most effective because it thus will immediately precede the second conference to be held at Madison and Chicago the middle of the current month.

There has been, and still undoubtedly is, considerable confusion as to the significance of this meeting, and by whom and for what it was called. It is the direct result of an address by Secretary of Commerce Hoover before the recent Lumber Congress at Chicago, evidencing pointed, and possibly very significant interest in the lumber industry, which lead to mutual expressions of desire for an official conference with the department at Washington.

Through the existent machinery of the National Lumber Manufacturers' Association, the parent body within the lumber industry, made up of regional associations represented by authorized delegates, the call for this conference was organized as provided in the following resolution, adopted at the lumber congress:

Whereas, the Honorable Herbert Hoover, Secretary of Commerce, addressing a meeting in Chicago, April 4, 1922, of members of this association and others, requested its assistance in giving protection to buyers and users of lumber by encouraging the observation throughout the lumber trade of definite standards of grade and quantity; by promoting the adoption and recognition in practice of standard sizes and grades, the comparative lack of which creates confusion * * *. Secretary Hoover stated he would welcome the appointment of a committee of representative lumbermen to come to Washington to confer with him concerning these matters, and of the appointment of such a committee he was assured. Therefore, be it

Resolved, that the President appoint such a committee to consist, in number, of not less than one member for each regional association and to include also such others as may be appointed after consultation with the Secretary of Commerce.

Hoover Is for Industrial Self-Rule

Thus the movement emanates from a desire on the part of Secretary Hoover to establish within the lumber industry a thorough-going, self-government in line with standardized and ethical practices, which it is his desire to institute in all of our major industrial bodies.

It is the purpose of this resumé to give a clear picture of exactly what transpired that specifically interests the hardwood end of the lumber industry and those manufacturing units consuming hardwood lumber, and, further, to present analyses of other discussions of a broad general interest inclusive of hardwoods as well as other forest products. It is evident from the transcript of the proceedings that the meeting was, as might well be expected, largely softwood, but this is merely by reason of the fact that it was the sole purpose of the secretary to bring in all groups and secure a truly representative body of the entire lumber industry.

No political considerations concerned either with the trade or national politics were involved in the call for the meeting, the large representation of softwood men being purely the result of the natural predominance of softwood within the lumber industry.

A careful perusal of the document reveals to an unbiased mind a consistent attempt to have the conference truly follow the sug-

gested lead of Secretary Hoover, and present to the public through him and as operating through the agency of the National Lumber Manufacturers' Association, the conclusions of a unified industry. It is patent from all discussions that the purpose of the preliminary conference was purely and simply to proceed as far as possible with such questions as would have national significance as related to all branches of the industry whether hardwood or softwood.

It further seems quite apparent that it was the intention of the guiding spirits in this movement to proceed with any question only up to that point where a fair unanimity could be reached and to there stop, postponing for more conclusive action on the part of the respective interests involved, such questions as could be best worked out only by those interests operating separately after the first general conference.

Blodgett Sounds the "Keynote"

The keynote address was delivered by John W. Blodgett, president of the National Lumber Manufacturers' Association, who presided throughout the sessions. To quote from his address:

"We fully understand, Mr. Secretary, that it is your view that the solution of those problems rests upon those concerned in the industry and that you simply tender the facilities and knowledge which your department has gathered to aid us in the task. The lumber industry is in full accord with your policy of business conservation and of accomplishing this end according to the lines laid down by our President of more business in government and less government in business. We are here, Mr. Secretary, from every section of this country where lumber is produced in any quantity.

"We do want you to know, however, Mr. Secretary, that the lumber manufacturers of their own initiative have taken many constructive steps toward protecting the consumer. But we fully realize that the results of this conference will have much greater weight and prestige because they are produced under your leadership and approval."

It thus becomes evident from the outset that from the standpoint of the National Lumber Manufacturers' Association, the ranking agency in this lumber movement, the purpose was to truly represent the industry in its entirety.

In his answer Secretary Hoover said it was the purpose of his department to assist by bringing the different trades together and to give such expert assistance as possible, adding, though, that in that point the department would make reservations because "We all know that the real expert is the producer himself."

He said:

We can give to the work which has been outlined a certain amount of moral backing that will be of assistance to you in carrying through whatever you may decide is wise.

To quote further:

Now, the problem that we are here to discuss is one of most fundamental importance. One of the difficulties of our whole national economic system is the expensiveness of our distribution. And these questions that we are going to discuss here, practically all of them, are distribution questions; the guarantees of qualities, the simplification of dimensions, the grading of lumber, all of them, are steps in advance towards reducing the cost and the wastes in distribution. Every time we can take a penny off the costs of distributing a commodity, we have made that much more of the commodity available to that many more persons. In other words, the whole standard of living of the American people rises directly with the cheapening of its production and its distribution. The more people that can have the commodity, the wider area that is served, the more people get the benefit of the commodities, every time we reduce the cost.

Further quotations from the Secretary's address, as outlining the specific program involved, are:

My understanding is that we are going to discuss lumber. When we come to questions of grading, the first thing that one runs against is the nomenclature—of the actual names that are in use for different commodities, and different qualities or standards of that commodity. So that a primary necessity is to have some agreement on the terms that are going to be applied. Now, I realize that this is a trade that has an enormous variety of material, so that a designation of terms must start with some common acceptance of the designation of a particular type of wood; it is either pine or hemlock, or it is something else. And the primary custom of the trade is a definition of lumber on the basis of species, in which there is some variance that needs to be corrected by agreement as to what species the lumber really is by way of trade name.

We are not involved here in discussing trees and their origin; it is purely a question of terms in the trade—trade terms.

And then we come to the quality of any particular species or any general variety that we have determined upon. And there is a wide variation there. Some lumbers are designated by clears, and other qualities, whilst others have other nomenclature, and we ought to have the same terms, if that is possible. So that those are questions of terms, of nomenclature.

Then we come to the questions of guarantees. As to how, after lumber has been divided on any such basis as we may determine as to its nomenclature, how the public is to have any assurance as to what it gets. And there we have to enter into the problems of inspection, and certification, and markings, or other devices that might be developed to give some assurances to the consumer. And I do believe it is infinitely in the interest of the industry as a whole that we should set up, if it is possible, some sort of a system that will result in a practical guarantee. I confess that is a matter that you will have to find a solution for, if it can be found, as I have but little useful suggestion to make. But these guarantees are fundamentally one of the greatest eliminations of wastes that could be made in the industry; in the elimination of litigation and dispute, and in the better education of the public which can follow as to the best grade adapted to certain purposes, etc., etc. But it is hopeless to get through with that end of the program, unless there is some pretty well defined assurance to the public that the grades, qualities and so forth, are going to be as represented.

Now the third branch of the discussion is that of simplification; simplification of dimensions and other items that make for economy in both production and transportation and distribution. The difficulties, of course, are very large, more especially as there are some forty thousand sawmills in the country, and hitherto, in our examination of these questions and in the actual processes of securing simplified practice, we have found that the first thing fundamental to it is some kind of a survey to know how many varieties of dimensions, and sizes, and so on, there are in the different breeds of the commodity, and we have made the most successful approach to that problem hitherto, not by setting up positive sizes so much as the elimination of a great number of sizes for which there is but comparatively little call, or of comparatively little importance. However, that is a matter that has to develop in the trade, as to the method by which the problem can be approached.

The Attitude of the Government

To illustrate the significant point behind this call and the possible attitude of the government in relation to the industry, it might be well to quote from this same speech of the Secretary:

I would like to make this general observation, that there has been agitation in the lumber trade, or amongst the public, for the last twenty-five years for some kind of government inspection, government grade and government control of that type. Some of the branches of the lumber trade themselves have recommended courses of that order.

My own feeling is that if we can develop these things through the internal machinery of the trade itself, as a matter of self-government in the trade, that we will have secured infinitely better results, and we will have secured something even more fundamental than that, and that is the sense of self reliance in the American people.

I do resent this attempt to extend the arm of the government into every direction, and it is my belief that we have reached the point in the development of our commercial fabric where our grades can be assisted to establish such basis of existence in matters of this character as to make it totally unnecessary for the government to have any exercise whatever. The trades can do these things infinitely more efficiently than government can do them.

Following the great applause which the Secretary's remarks brought forth, the chairman invited representatives of the various regional associations present to present their views, the first being Secretary J. E. Rhodes of the Southern Pine Association.

W. T. Murray, chairman of the grading committee of the Southern Pine Association, then spoke briefly regarding the application of southern pine rules. A significant paragraph in his remarks as bearing on the contention that the meeting was packed with softwood men to over-ride the hardwood element, is as follows:

I haven't any decided views as to how to proceed in this matter. I feel that the hardwood people have a different problem than the others have, on the matter of entering into grade marking.

Sherrill Makes a Statement

Following Mr. Murray there were several other softwood men, C. H. Sherrill of the then American Hardwood Manufacturers' Association being the first of the hardwood men to speak. His remarks were as follows:

Mr. Chairman, I did not expect to be called upon for any information. Unfortunately, we are not so favorably situated, I think, in coming to definite conclusions with regard to a general settlement with respect to standard specifications and the measurement of hardwood lumber. Our industry has been divided into different organizations—unlike the yellow pine and the Pacific Coast interests. We have our organization known as the National Hardwood Lumber Association, and until a few months ago we were operating the American Hardwood Manufacturers' Association. There is also a northern hardwood manufacturers', known, I believe, as the Michigan and Wisconsin association. That is not the proper name for that association, but it describes the locality in which they operate.

As the lumber world and the public generally know, the American Hardwood Manufacturers' Association was unfortunate in having been called to answer by the federal government for a violation of the Sherman anti-trust law. We who were brought into court on that subject felt at that time, and still feel, that our efforts were strictly within the law. The highest court had spoken, and there were some features of our operation and management that were not indorsed, and for several months past we have been waiting for a final answer and have necessarily been forced to be inactive in our efforts.

During this period of time we tried to keep intact our rules and recognize the American Hardwood Manufacturers' Association rules, which by our agreement were, at the time this case was brought into court, practically the same as the National Hardwood Association rules. We are just now in the situation of trying to get ourselves settled on a course of activity

which will be strictly beyond suspicion and absolutely in accordance with the Sherman anti-trust law, and also to invite and to have the recognition and endorsement of the public at large. Very soon we hope, as the American Hardwood Manufacturers' Association, to get ourselves reorganized in strict conformity with these laws, but today, with a very few supplements that we made a short time ago in the National Hardwood Manufacturers' Association rules, we are using the same rules.

I believe I express the opinion and the judgment of the best interests of the hardwood industry when I say that we are not fighting each other, but that the brains of both of these organizations are earnestly endeavoring to find ways and means by which we can get together in accord and sit at the same table on the question of inspection rules and measurements of hardwood lumber. I believe the time is close at hand when that will be the case.

And I believe I further express the sentiment of the personnel of both these organizations when I say that we are most anxious to arrive at a conclusion that will give to the public at large a simple set of rules to control the handling of our production. I do admit that there is great room for improvement, but when we can once sit down together and simplify our rules and make them so clear and simple that the public can easily comprehend them, we will to a very great extent eliminate the complaints that may have been offered in the past with respect to handling our production.

We must all admit that there are many complications that face the hardwood manufacturer that do not face the yellow pine industry or the Pacific Coast industry, because of the fact that they manufacture one wood only, whereas we have many varieties and species in the hardwood industry, and each of these goes in large measure to different consuming elements. Therefore our contentions multiply and multiply by a hundred, I might say, in comparison with those of other industries. Therefore our problem is a greater one than these other representative bodies have. And yet we are willing and anxious to cooperate in every way we can to find a solution that will be practicable for the questions that are before us today, which are causing complications and will continue to cause them until we are able to simplify our inspection rules.

Chairman Calls Mr. Saunders

Following Mr. Sherrill's talk, the chairman called upon W. L. Saunders, representing the Michigan Hardwood Manufacturers' Association with headquarters at Cadillac, Mich. Mr. Saunders spoke as follows:

Mr. Chairman and gentlemen, I think that our industry is very easy to line up on the proposition of standardization and marking of grades and so on. While we have many kinds of wood, there are really only five grades, which certainly are none too many.

So far as the standardization of grades is concerned, I can not see, after forty-five years of practice, how it is easy in a short period of time to benefit by any changes that might be suggested. I think the grades are well defined and are recognized in the trade. Sizes and thicknesses of hardwood are governed wholly by the demand. The width and length of a board is determined, in the hardwood trade, by what the log will produce. Hence sizes should not be considered, I think, in anything that might be suggested.

I do not think that grade marking would be at all objectionable to our membership, both as to Wisconsin and Michigan, excepting possibly in the lower grades. For instance, take what we call No. 3, which is the low end of the log and is generally conceded to be from 25 to 35 per cent of the entire product. That goes almost entirely into one class of work and can not in any way be juggled. We would be opposed to going to the expense of marking anything of that kind.

As to the better grades, firsts and seconds, that is an easy proposition. We have our No. 1 common and No. 2 common, and our selects, and we have our hemlock. Those things are all easily taken care of, and we join with the majority of the building trades production, whatever they decide, whatever their sizes may be. Two-thirds of Michigan's hemlock is put out on a quarter of an inch off basis.

I think that covers our proposition. We will do anything that the majority of the softwood people want to do. We are in favor of standing by the established grades now in use.

Immediately upon conclusion of Mr. Saunders' address, Secretary Hoover indicated the broad scope of the conference with the statement that "We have invited the representatives of the larger consuming trades to meet with you later in the week for the purpose of getting at just the point you make. To see if we can simplify the demand and thus simplify the production."

Convention Hears from Mr. Taylor

The chair then called upon Horace F. Taylor, president of the National Hardwood Lumber Association, who spoke as follows:

Mr. Chairman, Mr. Secretary and gentlemen: While I am on my feet I want to take the liberty of voicing what I am sure is the sentiment of every man here, that we very deeply appreciate the position of Secretary Hoover in connection with these matters. He has spoken to us, and he has shown a businesslike, sound point of view. Not only that, but he has shown a vision which promises well for the future of American business, with his assistance.

I think I am right in saying that the delegation from the National Hardwood Lumber Association has no chairman, so I am assuming to speak for the association, and particularly for the large number of producers within its membership.

As most of you lumbermen know, we have already gone a long way in the standardization of hardwoods. In fact, I might say that standardization is now a fact. There is only one set of official rules, and I feel it is safe to say that 95 per cent of the lumber that is shipped today, as to hardwoods, is shipped according to specifications and rules of the National Hardwood Lumber Association.

Those rules have been the result of twenty-five years' development, and they have now reached the point where in the wisdom of our 1,450 members—I think we have that number—the minimum of change is made each year. We have reached the point where we think that stabilization is the thing, rather than change.

We have, Mr. Chairman, not only been successful, I think, I may say modestly, in establishing these rules and having them widely recognized, but we are about to go a step further in the work of the National Hardwood Lumber Association, and that is in the presentation of a general sales code for hardwoods. That goes a step further than the mere application

Problems of the Hardwood Manufacturers*

By B. F. Dulweber

Director Hardwood Manufacturers' Institute

Mr. Chairman, gentlemen, fellow manufacturers of hardwood lumber: I am just a common sawmill man, not an orator, so I will have to ask your permission to refer to my notes as I proceed.

Before leaving my native heath, one of my friends, who is likewise a hardwood sawmill man, asked me if I did not have some hesitancy about attending this meeting and delivering to you my humble message; he evidently feeling that I would be accorded an antagonistic reception and perhaps even fearing for my bodily safety.

I want to say to you that I entertain no such fears; that I appear before you at perfect ease and in complete confidence. If any doubt had existed in my mind it would have been dispelled by what I heard while sitting in your meeting this morning. Your discussion of inter-insurance, re-consignment privileges, stock and price statistics and forestry problems, shows you to be real, "sure enough" manufacturers, with the characteristic manufacturer's viewpoint, and proves to me that you fellows up here are thinking along exactly the same lines as the manufacturer from the South, the East or any other part of this country.

I feel, therefore, that at heart we are brothers. We are engaged in the same enterprise, and though I battle with floods and overflows, mosquitos and water moccasins, and you with ice and snow and zero temperatures, our problems are closely related, and though there may be slight differences of opinion, these differences are not fundamental and I feel that there exists a mutual bond of sympathy and respect between us, and I am, therefore, addressing you, not as antagonists, but as brothers, whose interests are my interests, and the interests of all manufacturers of hardwoods alike.

The Washington Conference

Much has been said of the Hoover standardization conference held in Washington during the latter part of May. While I played but a very humble part in that conference, and my participation was quite insignificant in comparison with the attention it has attracted, I could not but be impressed with the grave dangers that it holds for the hardwood industry, and likewise the glorious opportunities that it presents.

In terms that were unmistakable, the Secretary of Commerce expressed the belief that the manufacturer of any commodity was accountable to the public for the protection of public interests, and the creation of such standards as would best meet the needs of the consumers and at the lowest possible cost. Mr. Hoover held that in the lumber industry the establishment of such standards and inspection rules was very clearly the function of the manufacturer and suggested that the industry should strive for:

- (1) The construction of such grades and specifications as would minimize waste and costs and the standardization of nomenclature as nearly as possible.
- (2) The grade branding of lumber at the mill and full guarantee to the public of quality and quantity.
- (3) The simplification and standardization of sizes as will make for greater economy in production, distribution and consumption.
- (4) The creation of a national instrumentality of an entirely independent character set up by the industry itself for the admin-

istration of inspection rules on all kinds of lumber in cases of dispute between buyer and seller, the services of such organization to be extended to foreign countries.

Hoover Favors Self-Correction

Mr. Hoover made it quite clear that it was desirable that these objectives be attained by the industry itself, and he clearly expressed himself as being personally opposed to governmental regulation in such matters, but he likewise made it quite clear that if the industry did not concern itself as regards these matters and embrace the opportunity to bring about such improvement on its own initiative, there were forces at work that unquestionably would bring about governmental control.

I do not submit this to you as a threat, my friends, nor do I wish to frighten you into doing something that is contrary to your best judgment, but I do appeal to your common sense to carefully consider the propositions that have been submitted, and I believe you must agree that the successful working out of these problems will result beneficially to the entire industry.

Taking up the first proposition relating to such standardization, or the establishment of such rules as will best serve consuming needs with the minimum of waste and at the lowest possible cost. I am sure that any one who has given the subject the slightest thought will agree that the present rules covering the inspection of hardwood lumber are crude and unscientific in the extreme, and have no relation whatever to the consuming requirements.

History of Present Rules

These rules are the outgrowth of conditions that existed in the early days of the industry, when the uses for hardwoods were extremely limited, and when the consuming manufacturer produced a varied line of articles instead of specializing as they do today, and as a result could use advantageously cuttings numerous in size and of varying qualities. Likewise, the price of hardwoods in that early day was such that the question of waste was not the important problem that it has since become, and as a result the consumer very largely bought his hardwood "log run." In time it was realized that the term "log run" had little significance, and it was then that hardwood inspection rules first came into existence, purely for the purpose of having some arbitrary measure by which the value of the log run product could be determined, and not for the purpose of answering any particular manufacturing requirements.

On this basis we have built. There have been slight changes from time to time, not for the purpose of producing a product that would tend to reduce waste, but merely in deference to the wishes of one class or another who thought a certain grade should be 3" and up wide, instead of 4" and up wide, and similar unimportant changes that had no relation whatever to the uses to which lumber was to be put.

Must Fit Rules to Consumption Needs

Today conditions are entirely different, and the same vehicle that may perhaps have satisfactorily met the situation in the beginning is now wholly inadequate. The price of hardwoods, due to the greatly diminished supply of timber, and the reduction in average quality, is materially higher, and all our thinking people must agree that this price must gradually and continuously further increase as our supply of timber further diminishes and becomes less accessible to utilization. Therefore, it behooves the manufacturer of this product to do something to reduce the unnecessary waste that occurs in the utilization of the lumber that he produces, to at least partially offset this constantly increasing price.

*Delivered at the semi-annual meeting of the Northern Hemlock and Hardwood Manufacturers' Association, Hotel Pfister, Milwaukee, Wis., July 14, 1922.

Upon motion of Edward S. Hines, seconded by R. B. Goodman, and unanimously adopted, this address was ordered printed and distributed among the membership of the Northern Hemlock and Hardwood Manufacturers' Association.

On the side of consumption we find the furniture manufacturers, for instance, specializing in the production of certain articles of furniture, instead of manufacturing varied lines as formerly, thus restricting the character of lumber and the number of sizes and cuttings that can be advantageously used. In addition we find entirely new uses for hardwoods, such as hardwood flooring, interior trim, automobile bodies, etc., each presenting its own peculiar problem, which must be considered if grading rules are to be constructed that will minimize the waste in utilization.

A competent efficiency engineer specializing in wood using plants recently told me that in conducting tests in a certain plant it was found that there was a difference of as much as 30 per cent in the same size cuttings produced from different grades of No. 1 common lumber. Understand there was no question about the grade of this lumber; all of it was carefully inspected and fully up to the specifications of the present rules. Gentlemen, I submit that if this is true, and we know that it is true even without the testimony of efficiency engineers, it is a matter which should give us some concern.

Millman Must Consider Waste and Cost

We must not delude ourselves in the belief that waste and cost in the utilization of our product is of no concern to us. I am sure that every thinking man realizes that every dollar's worth of unnecessary waste, or cost, in utilization is a direct tax on this industry, and with the keen competition that now confronts us from metals, fiber products and other wood substitutes, it is most important that all unnecessary waste and cost be eliminated, for we cannot carry the handicap of excessive cost and successfully meet this competition.

Admittedly this is a condition that cannot be corrected in a day. It can be brought about only through the complete and effective unity of the hardwood manufacturers of this country. They can do it, and do it better than any governmental agency, but if they do not do it somebody else is going to do it for them.

Careful Study Must Precede Change

This is a problem that must be gone about with thoroughness. The industry for the time being, and until such time as the problems can be completely worked out, must function under the inspection rules that now exist, inefficient and wasteful though they may be, but the industry should immediately proceed to develop such standards as will reduce waste and cost. This can only be done by a very thorough survey of the situation, a careful study by competent engineers of the requirements of the various branches of consuming industries, taking into account the natural restrictions under which the producer is laboring through the character of timber that is available and his manufacturing limitations. The interest of the consumers in this subject must be developed, and they should be asked to assist our engineers in working out this problem. Each wood should be considered separately, and when all this data has been collected, specifications could then be provided that would more nearly meet the different consuming needs. It is the elimination of waste and the reduction in cost that I am sure Mr. Hoover primarily has in mind, and the accomplishment of these desirable ends will be of material benefit to producers, consumers and the public.

I wish to emphasize the fact that no immediate change in rules is contemplated. Not until we have learned exactly what is needed, and then only after all manufacturers and the consuming interests have been brought into complete agreement will the revision be attempted.

That, my friends, is only one of the purposes that actuated the creation of the Hardwood Manufacturers' Institute. The big thing is that there should be one great National organization of hardwood manufacturers, such as exists not only in every other branch of the lumber industry, but in every branch of manufacturing in this country. Only through such an organization can the manufacturer make himself felt and heard, and only through such a medium can really constructive results be attained.

To argue that a condition should be allowed to continue because

it has existed for a long period of time is absurd. If that plan had been followed, we would still believe the earth to be flat and our means of locomotion would be the ox cart instead of the railroad train, the automobile and the aeroplane. We should not be content to stand still, and I think it will be conceded that we should grasp every opportunity that presents itself for constructive development and advancement.

Problem of Low Grades

Take the problem of low grades, for instance. I don't know what that means to you, but I do know that it is the one thing that keeps the southern manufacturer continuously on the ragged edge between profit and loss. I know it must be equally important to you, for while we realize less per thousand feet, you have a much larger percentage of such grades, and I imagine if this problem could be solved, and the tremendous loss we sustain on this portion of our product reduced or eliminated, it would bring joy to the hearts of all hardwood manufacturers, regardless of from whence they came. Do you not realize the futility of trying to handle such problems individually, or through small sectional organizations? Do you not realize that such problems are of interest solely to the manufacturer, and therefore must be handled by an organization devoted solely to the interests of the manufacturer? Do you not feel that more can be accomplished by all of us acting collectively in such matters, by all of us directing our thought and energies to the solution of such problems? I certainly do, and I believe you do, too.

One other activity that this organization is undertaking is that of mill inspection instruction service. We stand unitedly opposed to all grade jugglery and manipulation, and have pledged ourselves to do all we can to bring about the elimination of such practices, believing that the industry through such practices has suffered untold injury. Our mill inspection service will consist of periodical visits to member mills by a competent member of our inspection corps, who will confer with the inspectors employed by the individual member and explain the official interpretation of the rules, the purpose being to make the shipments of all members as uniform as possible.

We expect to carry on an advertising campaign appealing to the consumer for his confidence and cooperation, and as soon as we have developed reasonably uniform grades, Association grade marks will be adopted and it is our belief that these grade marks will be so thoroughly established in the confidence of the consumer of our products as to result to the decided advantage of our organization and to each individual member thereof.

Must "Ship What You Sell"

In a recent conversation with a hardwood lumberman, who has had an active part in the construction of the present rules of inspection, an objection was made to grade branding. This gentleman frankly admitted that he did not ship what he billed, but that that was nobody's business but his and his customer, and if his customer objected, they could settle it between themselves. The Hardwood Manufacturers' Institute has no patience with that view. We do not want men holding such beliefs as members of our organization. We believe eventually they "will see the light" and come to realize that to "ship what you sell" is not only right morally, but good business, and when that realization does come to them, they will find our door open and "Welcome" on the mat.

We expect to establish a department devoted to logging to consider all of the important questions relating to this branch of our industry. There are now various sectional organizations devoted to this activity, but never have we given this subject the thought or attention to which it is entitled, nor have we cooperated as we should in the working out of the problems of this branch of our work.

This organization must naturally function in protecting hardwood manufacturers against antagonistic federal legislation, taxation, regulation and all of the various like dangers that constantly confront us.

Take our problem of forest conservation, for instance. Properly organized, we can wield a tremendous influence in directing our national forestry policy along rational lines. Without such organization we may at any time be subjected to theoretical, vicious legislation that will seriously hamper the entire industry and perhaps even entirely destroy many of us.

Institute Plans Technical Service

The Institute contemplates the establishment of a technical service for the purpose of supplying the consuming public with such information as may be of assistance to it in determining the relative value of various woods for different uses, or of woods as compared with other materials. This department also to be used for the purpose of carrying on such research work as may be desirable to promote the elimination of waste and develop the more economical and efficient uses of wood.

The collection and dissemination of such statistics relating to production, consumption, sales, stock on hand, etc., as will also prove beneficial to all branches of the industry and the public will also be undertaken.

I was deeply interested in your discussion of statistics this morning. You are proceeding along proper lines, but you are not going far enough. You will know all about the situation in your northern woods, but nothing about our competing woods from the South. An analysis made from the figures before you might, and very often would be erroneous, because of an entirely different situation that might exist in the South. Statistics can only be of real value to us and a correct analysis can only be made by having a complete picture of the hardwood situation before us, and this, therefore, constitutes a national, not a sectional problem.

Likewise, there will be established an inter-association relationship department, which will have for its purpose the cooperation with the various associations representing the different branches of consuming interests for the purpose of determining their requirements, needs, etc., with a view of conforming manufacturing practices as closely to the needs of the public as possible, and to enable the industry to have available such sizes and materials as may be required.

The Big Thing Is Millmen's Unity

The big thing, after all, gentlemen, is to bring all manufacturers of hardwood lumber together. If this is done, and we will line up shoulder to shoulder, it will be found that there are no real differences of opinion between us, and thru our concentrated efforts we will march on to the real constructive things that have been so sadly lacking in this industry. Some of you today may not see this thing as I do, there may be differences of opinion between us, but, as I have stated, they are slight, and I do most firmly believe that eventually we will all be found welded together in one great effective National organization, for we have the same interests, the same aspirations; we are truly brothers, and there is no power in the world big enough and strong enough to forever keep us apart. Please understand that we are in no wise opposed to the wholesalers. A legitimate wholesaler who honestly conducts his business, and there are many such, is an important and necessary factor in the trade, and should receive our encouragement. We do not deny the right of the wholesalers to organize; it is fitting and proper that they should organize in order that the problems that are peculiar to their branch of the trade be most effectively handled, but we likewise say that the manufacturers should organize, and that there are many problems that concern the manufacturer in which the wholesaler has absolutely no interest, and which can only be handled effectively through an organization composed exclusively of manufacturers.

In your sectional organizations, the Northern Hemlock and Hardwood Manufacturers' Association, and I believe the same is true of the Michigan Hardwood Manufacturers' Association, your membership is restricted to manufacturers. Why have you organized in this manner? Because you have recognized that it is proper that

those possessing a like interest should be bound together in one organization, and that there should be no conflicting interests.

Regional Associations Should Continue

If that is true in your sectional organization, why does the same principle not apply to a National organization? Please understand that the Hardwood Manufacturers' Institute has no desire to displace any sectional or State manufacturing organization. It is desirable that such sectional organizations continue to function as they can be of material assistance to the National organization.

There is a development in southern hardwood manufacturing which is probably unknown to most of you. A large proportion of the yellow pine operators in the South own vast tracts of hardwood, and within the past few years have begun the development of these hardwood properties. These operators as yellow pine manufacturers have always controlled their own business, have been members of a strictly manufacturing organization, and they are not going to change this attitude as regards hardwood. These operators are almost solidly aligned with our organization; our present membership among this class controls probably as much as ten billion feet of hardwood stumpage, and within the course of a few years these interests will be producing a very considerable portion of the hardwood lumber of this country. The gentlemen interested in these enterprises know the value of effective organization of manufacturers and they constitute today our most enthusiastic membership.

No Personal Advantage Sought

I have no interest in this matter except as a manufacturer of hardwood lumber anxious that the interests of the industry may be promoted, that Federal regulation may be avoided, that we may better serve the public, and that through effective organization we may help each other. I am not a paid employee or secretary, whose sole interest in the industry is the collection of a liberal salary. I have everything I possess invested in trees, sawmills and lumber, just as you fellows have. I am in this work at a great personal sacrifice solely because I believe it to be right and the dividends that will accrue to me individually from the success of our plan will be as nothing compared to many of you whose interests and investments are many times greater than mine.

This movement is devoid of personal aspirations; those who are in the forefront are there because of their willingness to work, and because they are striving at great personal sacrifice for the big constructive things we see before us. There is not one of us but who would gladly cast aside any position we may hold, or recognition that may have been accorded us. It makes no difference to us whether the president of this organization be named Sherrill or Fox; all that we are concerned about is that he be a hardwood manufacturer and possess the intelligence of either of the gentlemen I have named.

The hand of welcome and fellowship is extended to you, my friends. We come to you, not from the South, or the East, or any other section, but as hardwood manufacturers. We frankly admit that we need you, we believe you need us, and we believe that through our combined efforts we can promote and develop our mutual interests.

Southwestern Club Reports Mills Busy

"Short but sweet"—also interesting and constructive—was the July meeting of the Southwestern Hardwood Manufacturers' Club, held at New Orleans Lumbermen's Club, Wednesday, July 12.

Perhaps the outstanding feature of the brief session was the informal, oral reports of the delegates from the three states comprising the club, each of which was represented, though the total attendance was small, anent the production situation in his particular section. A consensus of the reports might be thus summarized: That the mills, after nearly all of them having been down since the flood, are swinging back into action as promptly as practical; that where the mills in the highlands of the three states, Mississippi, Louisiana and Texas, and a fortiori, not affected by the high-water situation, almost all of them are running again by now and that the mills throughout the delta regions also are now beginning to be able to cast about to start up and that present indications are that practically all the plans will be a-humming away at capacity production ere early fall, when by universal consent, it was agreed business would be in this shape again.

Standardization Efforts Centralized

Conference Held to Consider Promotion of Hoover Program Selects Strong Committee to Push Work; Fight to Eliminate Hardwood Questions from Deliberations of Conference Fails

The future promotion of the Washington lumber standardization conference program was placed in the hands of an executive Central Committee of seven, by a conference of representatives of many associations of producers, distributors and consumers of lumber, held at the Congress Hotel, Chicago, July 21 and 22, upon call of the National Lumber Manufacturers' Association, pursuant to a resolution adopted at the initial conference in Washington.

As expressed by W. A. Durgin, chief of the division of simplification and standardization of the Department of Commerce, and Secretary Hoover's representative at the conference, the committee of seven will furnish the "executive impetus" necessary to keep the standardization movement working toward the formulation of a complete national program for lumber standardization, simplification and guarantees to be presented at a final conference.

The motion creating the committee gave it wide powers to act, to increase its number where it might desire to give wider representation to interests concerned, to appoint such sub-committees as it might find needful to carry on the various details involved in working out the program. It was also provided through the motion, or understood, that the committee should be representative of the various elements at the conference; that is, represent the manufacturers, wholesalers, retailers and consumers.

With this end in view the conference elected John H. Kirby, Houston, Tex., former president of the National Hardwood Lumber Association, representative of the manufacturers; Dwight Hinckley, Cincinnati, O., an official of the American Wholesale Lumber Association, representative for the wholesalers; John E. Lloyd, Philadelphia, president of the National Retail Lumber Dealers' Association, representative of the retailers, and Charles A. Goodman, Marinette, Wis., representative of the National Hardwood Lumber Association. The two remaining vacancies on the committee were

left open to appointees to be selected by the American Institute of Architects and the American Railway Association, respectively, both representing consumers' interests.

Sherrill Insists on National Hardwood Man

The election to the Central Committee of a National Hardwood Lumber Association man was the result of a suggestion made by C. H. Sherrill, president of the Hardwood Manufacturers' Institute, that in order to remove complications that might arise, the National Hardwood Lumber Association should be invited to have representation on the committee from the manufacturers of hardwood lumber in its membership. Mr. Sherrill said that insofar as the Hardwood Manufacturers' Institute was concerned, they were perfectly willing to rest their interests with Mr. Blodgett, having every confidence that they would be safeguarded by his characteristic fairness and broad-mindedness, but that he thought the manufacturers in the National hardwood association ought to have special representation. Later Mr. Sherrill insisted on this point being considered. "I want to emphasize," he said, "the fact that we want to see the National Hardwood Lumber Association represented on this committee, in order that we may thus give evidence of our good faith and of our willingness to go farther than is expected of us to hasten the day when all of the hardwood manufacturers of the country will get together on this great constructive program." Mr. Sherrill added that he did not believe this day was far off and that ultimately all groups of manufacturers of hardwood lumber would be united in bonds of common interests.

Just prior to the delivery of Mr. Sherrill's second statement on this subject, C. D. Root of Crown Point, Ind., representing the Indiana Retail Lumber Dealers' Association, had introduced and secured the adoption of a motion, which provided for increasing the size of the committee from five to seven in order to accommo-



John W. Blodgett, Chairman
Standardization Central Committee



John H. Kirby, Manufacturers'
Representative on Central Committee



Chas. A. Goodman, N. H. L. A.
Representative on Central Committee

date a representative of the National Hardwood Lumber Association, the original motion for the committee having provided for only five members.

Immediately after Mr. Sherrill had spoken the second time, C. V. McCreight, Pittsburgh, Pa., representative of the National Wholesale Lumber Dealers' Association, nominated Mr. Goodman as representative of the National Hardwood Lumber Association on the committee. Mr. Sherrill promptly seconded this motion and Mr. Goodman was duly elected to the committee.

After the membership of the committee had been provided for, Landon C. Bell of the Wm. M. Ritter Lumber Co., Columbus, O., called the attention of the conference to the fact that certain important groups of consumers of hardwood lumber should have representation on the committee, and suggested that the committee at its earliest convenience provide for the expansion of its personnel to give these important elements of hardwood consumers the representation deserved. Mr. Bell then named the manufacturers of furniture, manufacturers of musical instruments and the wood turners as being representative of the important groups of hardwood consumers who "must be reckoned with in any determinations arrived at with respect to hardwood lumber."

This statement is a practical assurance that the important groups of industrial consumers of hardwood lumber will have adequate representation on the committee, as it was part of the plan involved in the creation of the committee to bring such suggestions to its attention. That was the idea in giving the committee power to expand its size according to its judgment of the need of giving full and proper representation to all elements vitally concerned with the program it will promote.

Recommendations Relating to Hardwoods

The time of the conference was largely devoted to consideration of basic grades for softwood yard lumber and structural timbers, but recommendations relating to hardwoods were also received. However, as the conference was not empowered to adopt nor reject anything, but could merely receive and consider opinions on matters relating to the standardization program, no action was taken on these recommendations. The recommendations follow:

It is recommended that—

- 1—A complete engineering survey be made to determine if grades cannot be constructed to more closely meet present consuming requirements.
- 2—The present hardwood grades be divided into the three general classes recommended by the Washington Conference; and it is suggested that this division of the present grades be made as follows:
 - A. To include those grades which are practically clear or are determined by a limited number of enumerated defects of minor character.
 - B. To include those grades which are determined by clear or clear face cuttings.
 - C. To include those grades which are intended for uses where reasonable strength is required, and where certain percentages of sound cuttings is the determining factor.
- 3—In the event a revision or reconstruction of grade specifications is found to be necessary from the survey that is recommended, the same general division can apply to the revised or reconstructed grades.

Personnel of Madison Conference

These recommendations were formulated at a conference of representatives of lumber manufacturers and others, which met at the U. S. Forest Products Laboratory in Madison, Wis., July 12 to 20, on invitation of the National Lumber Manufacturers' Association, to consider the equalization and simplification of lumber grades. The membership of this conference was as follows:

- Budley F. Holtman, chairman, construction engineer, National Lumber Manufacturers' Association.
- C. J. Hogue, manager, West Coast Forest Products' Bureau.
- J. E. Jones, chief inspector, Southern Pine Association.
- T. F. Laist, Chicago representative, National Lumber Manufacturers' Association.
- J. M. Pritchard, secretary-manager and chief inspector, Hardwood Manufacturers' Institute.
- B. F. Dulweber, chairman standardization rules committee, Hardwood Manufacturers' Institute.
- C. H. Sherrill, president, Hardwood Manufacturers' Institute.
- Geo. E. Strehan, consulting engineer, Southern Pine Association.
- Fred W. Alexander, secretary-manager, Pacific Lumber Inspection Bureau.
- Wm. F. Hawley, assistant engineer, Duluth, Missabe & Northern Railway, committee No. 7, American Railway Engineering Association.

Manufacturers Hold Conference

These conferees presented the results of their deliberations to a conference of lumber manufacturers, which was held at the Congress Hotel on July 20, immediately preceding the larger general conference of July 21 and 22. These results, or, rather, recommendations, included the hardwood recommendations, carried above, as well as the "Suggested Basic Grades for Softwood Yard Lumber and Structural Timbers," all of which were finally presented to the large general conference. The hardwood recommendations were included with the softwood suggestions under one title, which follows: "Recommendations in respect to equalization and simplification of all grades of all lumber—softwood and hardwoods. Suggested Basic Grades. Those for softwood yard lumber and structural timbers being based on rules proposed by the Forest Products Laboratory, Forest Service, U. S. Department of Agriculture. Submitted to a conference to be held in Chicago, July 20, 1922, in accordance with a resolution adopted at the Washington General Standardization Conference of May, 1922."

Hardwood Controversy Precipitated

This title is quoted in full and is important, because when it was read to the general conference on the morning of July 21, it precipitated a controversy, which continued heatedly, and at times acrimoniously, until adjournment of that session at 1 o'clock. The controversy revolved around a motion introduced by Edward J. Young, of the Foster Creek Lumber & Manufacturing Company, Madison, Wis., who desired that all reference to hardwoods be stricken from the title of the report on equalization and simplification of grades, and that the conference refrain from any discussion of hardwood matters whatsoever. The story of this injection of the great hardwood schism into the floor of this conference is best told in the verbatim report made by the official stenographer of the National Lumber Manufacturers' Association. This follows:

Chairman (Dr. Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association): If there is no objection, Mr. Holtman will proceed with the reading of the report of tentative suggestions for lumber grade simplification.

Mr. Holtman, construction engineer, National Lumber Manufacturers' Association: The report of the Madison committee meeting was received by the conference yesterday and several minor changes were made. I will read the report in its corrected form.

The Chairman: Does the conference desire to take the time necessary to enable everyone to write out these corrections in full?

Mr. C. V. McCreight (National Wholesale Lumber Dealers' Association, Pittsburgh, Pa.): As to the corrections, including hardwoods, on the title page, do you intend to put that before the meeting later on?

(Changes here referred to were those placed in the title to indicate the inclusion of hardwood recommendations in the Madison report.—EDITOR.)

The Chairman: Yes. This phase of the program is simply to give you the corrected form and possibly give you an opportunity to acquaint yourselves with the entire report.

Mr. E. S. Hall (American Institute of Architects, Chicago): It would seem to me that it would simplify matters if he would read the corrections only.

(Here followed the reading by Mr. Holtman of the changes made by the conference Thursday afternoon. With the exception of the change in the title of the report, the changes were all in the suggested basic grades for softwood yard lumber.—EDITOR.)

Introduces Resolution to Strike Out Hardwoods

Mr. Edward J. Young (Foster Creek Lumber & Manufacturing Company, Madison, Wis.): Mr. Chairman, first, I would like to say I am here as a manufacturer of southern pine, not as a representative of any association. I speak as an individual. If a motion is in order at this time I move that the words *hardwood* and all other words relating to *hardwood* be stricken from the record, if the gentlemen present so desire that this conference proceed to treat the subject of softwoods only.

The Chairman: Does that refer to the first page, Mr. Young?

Mr. Young: It refers to the word *hardwood* all the way through and also the title page.

The Chairman: It refers to the use of the word *hardwood* throughout the report.

Mr. Young: My motion is to eliminate the word *hardwood* in its entirety.

Mr. W. L. Saunders (Michigan Hardwood Manufacturers' Association, Cadillac, Mich.): I second that motion, Mr. Chairman.

Mr. McCreight: Mr. Chairman, I represent the National Wholesale Lumber Dealers' Association. The subject of hardwoods was not discussed at Washington. It was left out of the conference at Washington, and as I understand it, it ought to be left out here at this time. As I understand that Mr. Hoover was interested in representing the public, and in considering that all that was necessary to be considered was ordinary sizes and the lumber consumed, the lumber used by furniture manufacturers and manufacturers in industry. They are not in favor of changing the grades of hardwood. We have sent out 3,000 letters and we have 100 replies back at the present time asking that the grades of hardwoods be not changed, as well as no change in the names of grade. I think it would be a waste of money and an expenditure or waste for the people of this country that should not be tolerated or considered. I do not think that Mr. Hoover or the Department of Commerce want to enter into any proposition to destroy any industry that has been building up for twenty-five years. It is for the men—and there are men in this audience right now who have sat on the inspection rules committee of the National Hardwood Lumber Association for years who are trying to be a Moses and lead us

into a new proposition of grading of hardwood; and I say for your consideration, gentlemen, that hardwood should be eliminated from this subject, because we have a standard that is recognized by everybody in the industry, and we don't need a Moses or anybody at this time to lead us into the land of Canaan or the "Promised Land." We have practical and satisfactory grading rules. Why change them? In last night's Chicago Daily Journal (Thursday, July 20, 1922, 10th Final Edition) appeared an article from which I will read briefly.

(Mr. McCreight thereupon read the article to which he referred, which, however, was only an incident of the situation that was developing and need not be quoted here.—EDITOR'S NOTE.)

Mr. McCreight: I am a distributor of lumber and I resent such an article. (The article had said that "Lumber manufacturers meet here to end fraud in resale of products."—EDITOR.) I would like this body to go on record and go before the editors of that paper and have that statement corrected. We are not a pack of crooks and we don't propose to be put up before the public or the people of this country as that kind of gentlemen. I thank you. (Applause.)

Bissell Supports Young's Motion

Mr. S. B. Bissell (Wausau Southern Lumber Company, Wausau, Wis.): Mr. Chairman, I want to endorse in a modest way the remarks of the gentleman, particularly with reference to hardwoods. I came here representing the softwood manufacturers and I did not understand that the word *hardwood* was to be injected into this conference at all, especially after we determined at the Washington conference that we were not prepared to take up hardwood grades and classification at this time, and I will say further I don't believe there is a representative attendance of hardwood manufacturers in this meeting. It would be a crime to attempt to put anything across here which would tend to modify or change the grades of hardwood lumber, without the question being submitted most exhaustively to the hardwood manufacturers and afford them a chance for discussion. I would second Mr. Young's motion.

The Chairman: The Chair, Mr. Bissell, can add nothing to the clarity of understanding of the duties of this conference other than to recite the resolution under which this conference has been called; that the conference in Washington did take action in respect to both hardwoods and softwoods, and that in the action taken at that time, so far as it affected the arrangement of this conference, there is nothing which offers a guide on the particular point that you have raised. So far as the resolutions themselves are concerned, they appear to apply to lumber generally, softwood and hardwood. That has been the chair's understanding, and that has been the understanding upon which the arrangements for this conference have been made. That is, however, a point over which the chair has no jurisdiction. It can only recite the facts. It refrains from expression of opinion upon the interpretation of action taken in the proceedings of the Washington conference. This is a general conference. As such it may determine its own procedure.

The National Hardwood Lumber Association has been invited to be represented at this meeting by official delegates. The record does not indicate the presence here of official representatives of that association. Mr. Young, is the National Hardwood Lumber Association, as an association, represented here, so far as you know?

Mr. Young: They are not represented here so far as I know.

The Chairman: This record is simply the one that has been handed to the chair, which is not certain as to its completeness or accuracy.

Retail Dealer Seconds Young's Motion

Mr. W. S. Dickason (Southwestern Lumbermen's Association, Kansas City, Mo.): Mr. Chairman, I want to second that motion of Mr. Young's as a retail dealer. We have no interest whatever in hardwoods. There is no reason why we should come here and spend our time over matters that are of interest only to manufacturers—manufacturers of chairs and other articles made from hardwoods. We are interested only in the softwood class, the sizes and uniformity of grades and nomenclature.

The Chairman: Mr. Young's motion is before the assembly. It has been seconded by Mr. Saunders. The question that is involved is as to whether this procedure and this discussion may include hardwoods, or will relate to softwoods only.

May the chair be indulged to state that if the understanding of the National Lumber Manufacturers' Association concerning the responsibility upon it with respect to arranging further consideration of the matters acted upon at the Washington conference is correct, it would seem to be

appropriate for this body to take some action on the entire field of problems now before it, which, in the understanding of that Association, has included all lumber, both soft and hard. Such action as you may take in disposing of these items should be taken, it would seem, in that light and for that purpose, so that some report of progress may be made in behalf of this conference on all of the subjects that are properly before it from the Washington conference.

Is there further question?

Bissell Seeks Enlightenment

Mr. Bissell: Mr. Chairman, may I ask a question? I am probably densely ignorant, but I would like to know from what point this movement to change or standardize the hardwood grades originated. We have the hardwood manufacturers, whom I am sure are not in favor of changing their grades. The retail lumber dealers have just expressed themselves as not in favor of changing hardwood grades and the wholesale lumber dealers have expressed themselves on this floor as opposed to this proposition. Now, who is in favor of it? Who wants it?

The Chairman: If you are addressing that question to the chair, the chair is, of course, unable to answer it.

Mr. Bissell: Is anybody on the floor able to answer it?

The Chairman: If the question is the reason for this matter being before this particular conference, the chair can answer that question in this way, and in this respect—(the question was called for). May the chair have a moment please. The question of all lumber standards was made the subject of discussion at the conference in Washington. Certain action and certain recommendations were made on that broad field at that time. With respect to further consideration of the problems before the Washington conference, arrangements were directed to be made through the National Lumber Manufacturers' Association in organizing this conference, which was assumed to be, perhaps, more widely representative than the one in Washington, to take further action in respect to the subject matter before the conference in Washington. The same matters therefore would appear to be before this conference as were before the Washington conference. Unless there is objection, it will be necessary, then, I assume, to read the resolutions under which this conference has been assembled. This conference will then put its own interpretation upon the scope of the problems which were intended by the Washington conference to have been submitted to it. That, of course, does not involve the merits of the motion now before you, which, however, clearly cannot be intelligently acted upon in the absence of a definite understanding of the duties of this conference.

Bell Regards Motion Out of Order

Mr. Landon C. Bell (Hardwood Manufacturers' Institute, Columbus, Ohio): I would like to make the point, if I may, that the motion is not in order. The resolutions of the standardization conference at Washington, adopted by that conference, very clearly contemplated both hardwoods and softwoods, and this conference here, as I interpret the call for it, explicitly embraces both woods, as the chair has pointed out, and gentlemen have been invited here representing hardwoods as exclusively as some of the gentlemen who have spoken represent exclusively softwoods. To entertain a motion in the face of the call, and the procedure leading up to this conference now, that would confine the discussion to softwood only, would be to deny the very organization and call of the meeting and would deny to these gentlemen who have been invited here any opportunity to constructively participate in this conference.

I do not care to enter into any discussion with the gentlemen who have assumed to speak in regard to the matter of representation of manufacturers here, except to say that it is a perfectly well known fact that the manufacturers of hardwood lumber do not agree with the sentiments that have been expressed. It may be true that there are some who do, but we do not conceive that it is proper for the people who are avowedly representing another phase of the industry to undertake to speak for manufacturers of hardwood. I insist on the point—the motion is out of order.

Young Speaks as Hardwood Millman

Mr. Young: I would like to correct an impression as to my statement. I said that I speak as a southern pine manufacturer. We manufacture about 100 million feet of southern pine a year. We also have a hardwood plant that manufactures exclusively hardwood lumber to the amount of 25 million feet of hardwood. We do not job nor wholesale. So I speak as a manufacturer on both sides.

Mr. Dickason: It seems to me that you are complicating matters by



Dr. Wilson Compton, Chairman
Manufacturers' and General Conference



Dwight Hinckley, Representative
of Wholesalers on Central Committee



C. H. Sherrill, Head of Hardwood
Manufacturers' Institute Delegation

having the hardwood and softwoods meeting together. It seems to me the meeting ought to be separated so as to have a separate hardwood meeting and a separate softwood meeting. I cannot see any relation at all between the interest of the consumer and the dealer any more than there would be in live stock to have the same grading for mules as they have for milk cows, simply because they are live stock.

Mr. A. C. Quinley (Northern Wholesale Hardwood Lumber Association, Chicago, Ill.): Mr. Chairman, I represent the Northern Wholesale Hardwood Lumber Association. I would like to have an opportunity of saying before this motion is put that I am heartily in favor of the motion as it stands.

The Chairman: The chair is of opinion that any representative of any association of lumber producers, distributors or consumers is eligible to participate in this conference. Is that your question, as to whether you are eligible to vote? Does that answer your question?

Mr. Quinley: A doubt has been expressed as to who are eligible to vote. If this motion is in order, I would like to have an opportunity to vote on it, and would like to have the chair put the motion.

Chair Rules that Motion Is in Order

The Chairman: If the chair were in doubt about this motion being in order, it would submit that question to the conference to decide. The chair will not take the responsibility after having stated that the matters before this assembly are open to free and full discussion, of declaring that any motion made by a delegate of an association of producers, distributors or consumers of lumber is out of order, if it touches the merits of any part of the subject matter before this conference. The chair has attempted to describe what, in its understanding, is the subject matter which is before this conference. According to his understanding, this motion has been made and seconded by representatives of associations of either lumber producers, distributors or consumers. Since it obviously bears upon a matter which is distinctly before this assembly, his understanding would be that the motion is in order. If there is objection to that holding that the motion shall be considered in order, a motion to test the ruling may be put separately, if it is desired to test the present understanding of the chair.

Mr. Hall: Mr. Chairman, if I understand the question of excluding hardwood lumber from consideration at this conference, if I understand the gentleman who made the motion, the motion is based on the conclusion that the rules already adopted by the hardwood association are entirely satisfactory to everyone; then, why not adopt the rules already made by this association if that is the point, but, as I understand the purpose of this conference, it is to deal with the question of lumber standardization and that covers the entire subject of wood products practically. As a representative of the public, I, for one, am very anxious to see that there is put in one book of standards all of the standards pertaining to wood products, so that the public may be in a position to know what the correct gradings are and where to find them. The fact that the manufacturers have some grading rules which they keep to themselves does not help the public, and the fact that there may be several hundred grading books distributed from time to time to architects, engineers and the general public does not mean that that information is available to the public, because it is so difficult for the average representative of the public to be familiar with all of these different associations. It seems to me that the great demand at this time is for one simple statement, to which we can refer and have the last word.

I do not think that any of us here favor at all the changing of any grades already adopted, provided they are right, and provided they are understood. The main purpose is to get this material all together under one cover, and for that reason I object to eliminating hardwood or any other wood product from consideration, if we are going to get anywhere in this standardization proposition. What we are after is to adopt standards and get them together.

I want to emphasize again that the American Institute of Architects, which I represent, and the several architects' local societies are opposed to meeting, time after time, year after year, in conferences, and then after the conferences are over and have had their meetings, the material is denied to the public, after conclusions have been reached in the conferences.

What we want is to consider these matters as faithfully and carefully as we can, and when conclusions are reached to make them public property, put them in such form that they are public property.

McCreight Again Urges Hardwood Exclusion

Mr. McCreight: The National Hardwood Association publishes a book of rules, and it is available to anybody that wants it. Mr. Hall has sat in these conferences and I have been here several years, and we have talked standards and sizes since 1918. I have sat in this room every year under the auspices of the National Lumber Manufacturers' Association, and the association has been doing good work and making excellent progress. We have worked the best we could all the time. I favor standardizing ordinary sizes of lumber. We have never talked about standardizing sizes of hardwoods. Hardwood is consumed by an entirely different class of users, and the average retailer, as Mr. Dickason has said, is not interested in hardwood.

I represent the National Wholesalers, and I am backed by a resolution adopted by the trustees, and I think we have a right to vote on this motion. If you are not in favor of the motion that has been made, you can vote against it.

Murray Defends Inclusion of Hardwoods

Mr. W. T. Murray (Southern Pine Association, Rochelle, La.): Mr. Chairman, I am glad to hear Mr. Hall say what he has said, because as a member of the first standardization conference that Secretary Hoover called at Washington, I remember that this same question came up; you were present and will recall that there was a division among the hardwood men as to whether or not hardwood should be considered. Mr. Durgin (W. A. Durgin, chief of Division of Standardization and Simplification, U. S. Department of Commerce) expressed the secretary's views as desiring that hardwoods be considered along with softwoods, and that conference followed that lead and did consider hardwoods along with the softwoods, wherever it was possible. The National Hardwood Lumber Association did not accept representation on the various committees, but the American Hardwood Association did; also some of the other hardwood associations were represented.

I notice that this report that we are discussing now brought in by the men who spent a week or ten days at Madison, going into these questions, that there were two or more members of the hardwood industry on that committee that brought in this report. I don't see how we can disregard the hardwoods in connection with the softwoods or disregard the representation of that portion of the hardwood industry, who seemed to feel that there was a need for revision of grades and standards in hardwoods. I don't think we ought to try to control anybody in this conference. I think the object expression ought to be allowed everybody that is present

Mr. Young says he is a southern pine manufacturer and not a member of the Southern Pine Association, or any other association, but he has a right here, as a manufacturer or producer. I should say that he should have as much force here as I or any other man here, but I don't think that we ought to throttle this thing or railroad it through. There is a division in the hardwood ranks as to practices in the hardwood industry. I think the National Lumber Manufacturers' Association—and in inviting representation from the Hardwood association, as was done in the first instance, and also in this instance, are simply following the lines suggested by Secretary Hoover. I think we ought to be a little careful in excluding hardwoods from this conference.

The Chairman: It has been suggested that the hardwood report in question, which is a part of this report that has been submitted to you, be read. That need not be done, however, at this moment.

Mr. Young: I want to correct the gentleman who made the statement that I said I was not a member of any association. I said I was not speaking as a member of any association, but was speaking as a manufacturer of hardwood and southern pine.

General Public Does Use Hardwoods

Mr. Hall: The statement has been made, as I understand—I may be dense—that hardwood lumber is not used by the general public. I would like to know just what the meaning of that statement is. I don't recall any product that hardwood lumber is not used in nowadays. It certainly is used in the furniture of every man's house, and is used in making of the casket that is the last article that a man needs. I can't understand the meaning of that statement.

Mr. Dickason: We do use some small amount of hardwood, but it is very negligible. I can't see the use of grading rules on lumber that goes into a chair or material that goes into other things which are covered with paint and no one can tell about the grading of it. You say this is in the interest of economy and practical business. If so, let us save our time and save the time of the hardwood people. I don't believe it is practicable for the dealers or the men representing the two woods to meet together.

Saunders Asks, "Why Butt In?"

Mr. Saunders: Mr. Chairman, as a supporter of this motion, I wish to say that that is just the keynote, and to get anywhere with this association this body of men today certainly cannot clean the house of the hardwood men. If we have any differences within our ranks, we will take care of them ourselves. Later on, if it becomes necessary for the hardwood interests to get together and fall into step, so to speak, you can depend on the hardwood interests doing what is right. If we can be shown that we are not treating the public right, there is no question but what we will meet you; but I don't believe that this body of men can get anywhere today in handling softwood and hardwood. You have got to put us in two classes, because we have nothing in common. You are in the building trade. We manufacturers supply the manufacturing trades. There is none of our lumber scarcely that you men handle except in its refined product which you buy from some factory that we sell to. Now, let us fix our rules and regulations in handling that lumber with the men that use our lumber. Why do you want to butt in?

Mr. Adolph Pfund (secretary National Retail Lumber Dealers' Association, Chicago, Ill.): Mr. Chairman, I do not think that it should be understood as coming from the retailers that they are insisting on either including or excluding hardwoods. As Mr. Dickson has stated, the main interest of the retailer is in the softwoods. He is interested to some extent in the hardwoods. If those who are competent to judge whether hardwoods and softwoods can be handled together in this proposition, state that they can be or they cannot be. I think that in either case their decision will be satisfactory to the retailers. I don't think the retailers are competent to vote on a question of this kind. They are not sufficiently engaged in the hardwood business and are not well enough posted to decide such a question. If those who are competent to determine this question will go to Mr. Hoover, or come to the general assembly and say that they have got to be handled separately, in either event I think the retailers will be in agreement, but if they are going to be handled separately, I think that the retailers will be interested and will want to be heard. They want to be heard on both woods, but as to whether they should be handled together, I don't think the retailer is competent to decide.

Mr. Young: Mr. Chairman, I do not want to occupy too much time in this meeting, but from one statement made by Mr. Hall, I infer he is of the impression and perhaps some other gentlemen have the impression, that the Forest Products Laboratory at Madison, Wis., have agreed to hear the hardwood representatives who appeared at Madison in connection with these matters just discussed. I understand that Mr. Winslow is here, and Mr. Winslow told the gentlemen representing the hardwood industry that they are not now prepared to take up the matter of hardwoods at Madison.

Putman Favors Sticking to Hoover's Idea

Mr. L. R. Putman (American Wholesale Lumber Association): Mr. Chairman, inasmuch as everybody else is qualifying before the vote is taken, while I am not speaking for the American Hardwood Lumber Association, I went to Washington, sat in every conference except one or two, but I sat in the others and participated in them and absorbed all the information I could. I grew up in a hardwood section; I have been in the lumber business all of my life and have tried to represent all of those engaged in the lumber industry. The question came up as to who was here. We worked together for a while and got up what was called the American Lumber Congress to handle such matters as this, but that was side-stepped and another tack was taken, initiated by Secretary Hoover, and we followed you to Washington. I have been in the lumber industry all of my life, but I did not know there was so much feeling in the hardwood business. It got almost to the point of their using six shooters. Now, we are all lumbermen; we have our money in the lumber business; let us not fool ourselves. This is an association proposition as I understand it. We are here at the instance of Secretary Hoover. This is a Hoover meeting, as I understand it. We are following through with Hoover. I heard Mr. Hoover and Mr. Durgin and others say they absolutely could not do anything for us until we all got together, and they could not see why hardwood and softwood representatives cannot consider these broad problems together. We, as wholesale dealers, don't want to try to be dictatorial. We buy your woods and that is all there is to it.

Mr. Hinckley, who represents this Association, and I have discussed this, and he says if we are to follow through with Mr. Hoover, if we are to be consistent and follow through this meeting, which you say was to have been pretty much under the auspices of Mr. Hoover, we will have to get all woods together.

Mr. Dickason says you could not grade cows with mules. You could not grade cypress along with pine, but cypress is going along with the general herd. There is very little peck in pine and I understand not any in redwood. If we are going to follow along with Mr. Hoover, notwithstanding the feud and family row that there seems to be here, it seems to me that we ought to follow Hoover on the diverse questions of

A Statement
BY THE
Hardwood Manufacturers' Institute
TO ALL
Users of Hardwood Lumber

We are in position to help you cut your material and labor costs—definitely, intelligently and permanently.

The biggest “profit eater” in your business and ours is *WASTE*.

As a matter of Public Service, in which is bound up our individual advantage and legitimate profit, we are carrying still further forward a sound policy of *WASTE ELIMINATION*.

This policy in our own production is the beginning of its application for your advantage to *YOUR PRODUCTION PROBLEMS*.

In a word we can and will hook our production closer to your needs on the basis that, though you are buyers and we are sellers, there is a common interest which we both must serve. That is the interest of the twenty-one million families in the United States who spend some forty-five billions of dollars annually that *PAYS EVERYBODY FOR EVERYTHING*.

Instead of your buying a stated quantity of certain grades and sizes, and including the labor and material waste as inevitable burdens, let us counsel together so that we can make our product fit closer to your needs.

There are tremendous changes at work in all lines of business—so far-reaching that most men do not yet appraise their power and extent.

This power was as inevitable as the tide—and is just as resistless.

We of the hardwood manufacturing industry of America are at the forefront of this new swing in business, for we realize clearly that only by the utmost service in addition to the production of the best possible Hardwood lumber can we assure the stability, progress and prosperity of our industry.

Because your interests and ours tie in closely on this basic principle, we offer our services and invite you to counsel with us in arriving at the best kind, grade and size of hardwood that will best meet your needs for specific purposes.

THIS OFFER AND INVITATION IS BASED NOT ON A THEORY OR A “HOPE” BUT UPON THE GROWING PROOFS THAT ARE THE RESULT OF OUR ACTUAL WORK. IT IS BEING ACCEPTED IN A RAPIDLY MULTIPLYING NUMBER OF CASES AND, WHEREVER IT IS TRIED IT CUTS COSTS, SAVES WASTE AND INSURES ECONOMIES.

WE INVITE FRANK CORRESPONDENCE AND ARE PREPARED
TO RESPOND PROMPTLY, CANDIDLY AND WITH PRACTICAL
HELPLESSNESS IN EACH INDIVIDUAL CASE.

Hardwood Manufacturers' Institute
25 Quincy Street, Chicago

whether this should be put altogether in one book, and let us vote on that. (Applause.)

The Chairman: May I ask, in behalf of the chair, that you permit Mr. Holtman to read the suggestions with respect to hardwoods that is being considered—it has been suggested that that is not clear to some of those who have not examined the document closely. Then the chair will recognize you, Mr. Sherrill, if you please.

Mr. C. H. Sherrill: (Hardwood Mfrs. Institute, New Orleans, La.) Mr. Chairman, I will speak later, if it will be more satisfactory.

Mr. Holtman: One page of this report relates to hardwoods. It reads as follows:

(Mr. Holtman then read the hardwood recommendations which have previously been quoted in this article.—Editor.)

The Chairman: Mr. Sherrill, we will hear you now.

Sherrill Pleads in Public's Behalf

Mr. Sherrill: Mr. Chairman, I am indeed grateful that before I rose to speak Mr. Holtman read that report of the Madison conference. Unfortunately, I believe that the association that I represent, the Hardwood Manufacturers' Institute, was practically the only manufacturers' association of hardwoods represented at that meeting, and we were accorded every courtesy and every privilege and were given all of the time that was necessary for us to have in proceeding with that committee work. It was our thought that we should be just as liberal as it was possible to be in contributing our part toward that program which has been brought to this, the Chicago conference, for your consideration, seeking in no way to take any advantage by virtue of the fact that we were sitting in and following out the idea of the Washington conference, but to leave the matter as open and as completely open as it was possible for broad-minded and broad-visioned people to do, and for that character and type of people to accept and to digest; so I believe in the reading of the report that it certainly ought to have the effect of withdrawing any and all suggestions that my hardwood friends have made to have hardwood eliminated from the consideration of this meeting. The field is still open and we, as intelligent and modern business men in this great new and constructive period in the history of the world, will not be willing to say that we are perfectly content at the present moment, as we may stand in our own opinions, as we may feel; but we have not yet taken the great consuming public and the public that does not consume our particular product, into our consideration in the formulation of the rules that we are now operating under to the extent that we can do, and should do, and must do, if we satisfy this crying need of the public to be heard on this great question of the manufacture and distribution of lumber that is manufactured in the United States.

Fortunately, or unfortunately, as the case may be, I am not only a manufacturer of hardwood lumber, but I am also manufacturing in a small way, and have been for the last twenty years more or less, engaged in manufacturing, yellow pine lumber. For twenty-nine years of my history I have been in the retail lumber business. Today, we are consuming about two and one-half million feet of hardwood lumber. In addition to that, our sales for the average year going into retail yards, amounts to something over 9 million feet of lumber for the average year. In the territory which we must consider in a national way in this program, we are using these very things that you are now considering, and also considering revising our very much complicated nomenclature and grading rules that we are operating under today, not only in hardwood lumber but in all lumber.

Crying Need for Simplification

I have more or less knowledge of the grading rules of practically all lumber that is manufactured in the United States, because I consume more or less of that and I have realized for many years, the great importance of standardizing and equalizing our grades so that people who use our lumber can comprehend what they mean without having a corps of engineers or technical experts to explain which grades are best adapted for the use for which they are intended. Unfortunately, the statement was made that all manufacturers of hardwood lumber are satisfied with the present rules. I was sorry that statement was made for I believe on reflection and thought and further consideration my friend who made that statement, will possibly be inclined to withdraw it because I can state emphatically without any fear of satisfactory contradiction that I am representing this morning a membership of practically 140 members of strictly hardwood manufacturers whose annual capacity is something over 2 billion feet of hardwood lumber, who state that they want to see a revision of these rules, and if it is not wise to revise these rules to satisfy the great, crying public need, that we must have an investigation of this matter for proper consideration, and if it is not found practicable to revise these rules, we will not do it. Isn't the program that is up in this report as liberal as it is possible for anything to be set up?

Research Would Satisfy Public

We simply want you to go along with us in this endeavor to the extreme limit of possibilities, in conjunction with the department at Washington; but the idea was that this body should make this research, and then we, as men, having these matters before us, realizing the necessity of continuing to keep the public in mind in our consideration of these matters, if we did not do that with our present rules, we could recognize the public by saying, "we have considered our rules; we have given you every consideration, and we see no need for revising these rules that have been built up for 25 or 30 years." I was in that conference at Washington and I was there every hour of every session. I was there with other very competent men, and I am trying to keep myself in a fair state of mind; but I am impressed with one thing, that I fear some of the gentlemen are not impressed with and that is that you are dealing with a man in our present secretary of commerce that is far above any type of man that has ever occupied that position before in the history of this republic. When you consider in your own mind the fact that you are dealing only with a technical man, a man whose mind operates only through one channel of thought, you only have to get your mind set right by a few minutes talk with Mr. Hoover, whose vision and comprehension of the rules for grading lumber is far beyond the average comprehension of this subject, even by men such as we, who are sitting here, and we must feel like giving him an apology for doing what we are doing today. If you think he does not know anything about the lumber business, if you will talk to him a few minutes, you will find that he is almost as well acquainted with the lumber industry as any other man here.

Challenges Hoover's Knowledge

Mr. McCreight: I do not believe that. I challenge that right now.

Mr. Sherrill: All right. I do not want to inject anything here into this conference that is not proper, but I think that all of us ought to understand that Mr. Hoover is not going into this program for any political reasons, but because we, as lumbermen, ought to get together,

and he is convinced of that in selling our products to the consuming public; and I do not believe that he has any other motive in mind, and I do not think that he has ever been equaled by any other man in the position that he is now occupying in the history of this country. (Applause.)

Believes Hoover Was Misled

Mr. McCreight: When I went to school and was taught grammar, I was taught to use the simplest words that the subject would bear, and I believe we have reached that place right now. I think that this hardwood proposition has been misrepresented to Mr. Hoover. I believe that an organization, the American Hardwood Lumber Association went to Washington under indictment, if you please, and was to go out of business, I believe, some time along in June. After the conference in Washington a few soreheads established what they call the Hardwood Manufacturers' Institute, and tried to establish themselves so as to get undue advantage over, if you please, 1,400 members of the National Hardwood Lumber Association, of whose members 800 are manufacturers and the others are legitimate clean-cut wholesalers. I do not believe in trying to inject personalities in a meeting of this kind, but that is the proposition that is before us, and I believe that Mr. Hoover, if he were correctly informed, if he will consult the National Hardwood Lumber Association, manufacturers and others, wholesalers, etc., and other reputable manufacturers, he will be able to get some place, and I believe that Mr. Hoover can be convinced that the present rules that have been in force twenty-five years are practical and will serve the public. I do not believe that Mr. Hoover wants his department to set up an organization, backed by the government; I do not believe Mr. Hoover wants to get into that kind of a mess and I believe that he ought to be correctly informed. When the newspapers publish such stuff as came out in a Chicago paper last night, which is gross misrepresentation, I think Mr. Hoover ought to be informed about it.

Institute Seeks All Hardwood Millmen

Mr. Sherrill: The object of the institution that I represent is not to destroy another organization in the hardwood field, but we are sincerely going after 10 thousand of the manufacturers of hardwood lumber in the United States. The organization that has been spoken of has nearly 1,500 but we have a little over 100, and we are adding strength every day. We are after as many of that 10,000 manufacturers of hardwood as we can get into our organization.

The Chairman: The Chair desires to suggest that although he is exceedingly loath to call attention to the fact that in some of our discussion, we have been getting away from the merits of the subject before us, he might, if there is undue indulgence in such collateral comment, be compelled to suggest that the discussion is not in order.

Mr. Bissell: A few minutes ago, Mr. Young stated that Mr. Winslow of the Forest Products Laboratory of Madison, is in the room. If I might be permitted, I would like very much to ask that you call on Mr. Winslow to give the meeting his idea as to the practicability of standardizing and grading hardwood and softwoods together. I think Mr. Winslow is as well qualified as anybody in the United States, perhaps, to speak on that subject, as a scientific expert, the character and structure and uses of all the different woods. (Applause.)

Director Explains Laboratory's Position

Mr. C. P. Winslow (Forest Products Lab., Madison, Wis.): Mr. Chairman, I wish to make a brief statement, without waiting until some of the other statements have been concluded. They seem to be crowding you for floor space. It is quite evident that a considerable difference of opinion exists at this meeting as to the desirability of considering hardwoods and softwoods together at this time. I think it would be well for those in attendance to clearly understand the position of the Forest Products Laboratory in relation to the present grading situation.

We have for a good many years, in one form or another, worked on the question of grading, first on structural timbers. The work in that line started some fifteen or more years ago. We have been working along since then and on the structural timber grade, we were and are in a position to put forward some very concrete and definite recommendations as to our viewpoint which cover work of quite an extensive nature, running over fifteen or more years.

In a somewhat less extensive fashion and for a less number of years we have been able to give some attention, to the question of the grading of softwood lumber, and we have arrived at some tentative ideas or conclusions as to what would be desirable along these lines. Lack of personnel, funds, etc., has prevented us from extending that activity so that we could go into the hardwood grading situation to an extent which would enable us to arrive at even tentative recommendations and conclusions.

Subsequent to the conference in Washington, in May, which has been referred to so frequently this morning, we were invited by the National Lumber Manufacturers' Association to serve on an informal committee that was being appointed, and requested to permit that committee to hold its meetings for approximately a week at the Laboratory at Madison. We were very glad to have the committee come to Madison to confer with us on this matter. We felt that, as a government institution, representing the Forest Service of the United States Department of Agriculture, that we could be more effective in this whole movement, if we did not serve as a member of any committee, particularly any committee having to do with standards which were primarily formulated by manufacturers and not by all other interests that are affected by the grading rules and standards.

When the committee members met in Madison, I attempted to make it clear at the inception of the meetings, and at other times during the meetings, as it seemed necessary, that we had some ideas and recommendations relating to structural timbers and to softwoods or stock lumber which we were glad to place before them for their consideration, discussion or adoption, to whatever degree they thought desirable. We are prepared to do the same thing for any other recognized groups or committees who wish to go into that subject so that we can give our ideas to other groups or interested bodies and confer with them and get their viewpoints as well as our own.

Not Prepared to Submit Hardwood Report

We were not at the time of this meeting, prepared to place forward for consideration or recommendation, anything having to do with the existing hardwood grades. I do not know how long it might take, with our present organization and facilities, to study that situation, from all the angles involved to a degree which would justify and enable us to put forward recommendations.

I think that, if it is clearly recognized that our position at the committee meeting, the meeting yesterday and the meeting today, has to do with the structural timbers and softwood, yard stock, and has nothing to do, either in the form, directly or indirectly, of approving or disapproving the matters placed before you on hardwood by your committee,

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that then there can be no misconception as to where we stand on this matter. (Applause.)

Public's Interest Paramount—Dulweber

Mr. B. F. Dulweber (Hardwood Mfrs. Institute, Greenwood, Miss.): Mr. Chairman, and gentlemen, I would like to refer to one statement that was made here earlier in the morning relative to the public interest in the matter of hardwood grading and specifications. In the last analysis to my mind, it is the public which is most vitally concerned in this question, because ultimately the public pays the bills. It is true that the man who buys a chair or a table, or a coffin, that very few have any knowledge of the cost per foot of the amount of lumber in that piece, nor has he any knowledge of the waste that enters into it, but he pays for the waste, gentlemen, just the same, and therefore he is very vitally concerned. I hope, therefore, that if it were possible to so draft specifications as to reduce that waste, we may be able to do so and thereby perform a great public service.

Now, relative to this hardwood report, gentlemen; that report is not upsetting anything that exists today. It merely recommends that a thorough investigation be made; a careful engineering study of the situation be made to determine if we cannot better serve the public. That is all there is to it, gentlemen. (Applause.) I thank you.

Mr. Putnam: Mr. Chairman: I sat, some time ago in an Interstate Commerce Commission hearing on transit cars. Our representatives were, at times at daggers' points and we tried to keep them together for a few days in that condition, but every time that they tried to spill over and raise the devil, the examiner took a recess. I move that we have a recess until 1 o'clock.

The Chairman: The chairman is of the opinion that the motion to recess is itself out of order, unless the mover of the original motion, Mr. Young, is willing to withdraw his motion for that purpose. The Chair will ask Mr. Young whether he desires to withdraw his motion for that purpose.

Young Insists on His Motion

Mr. Young: No.

(The question was called for.)

The Chairman: Mr. Young does not desire to withdraw his motion. The Chair's understanding is that in the absence of agreement a motion to recess, unlike a motion to adjourn, does not take precedence over pending business. Mr. Young's motion therefore is still before you. Is there further comment?

Mr. Hall: Mr. Chairman, I rise to a point of information. How is this conference constituted as to membership? The statement has been made here in the course of the debate, that you haven't anything to say about this, referring, as I understand it, to retail dealers. Is this conference made up of retail dealers exclusively?

Make-Up of Conference Explained

The Chairman: No, Mr. Hall. If you are addressing that question to the Chairman, he has here a list of those associations to which invitations were sent. This list is supposed to comprise all national, regional and state associations, with a few larger city or local associations of lumber dealers, the national, regional and state associations representing the producers, distributors and consumers of the lumber product. That includes lumber manufacturers, wholesalers, retailers and wood users of all descriptions; users of product of the sawmills of all descriptions; it

does not include the paper or pulp manufacturers—obviously they are not concerned in this problem; contractors, engineers, architects and other professions closely related thereto, also. It is, in a general way, representative of the same group of interests that were invited by Secretary Hoover, to be present at the conference in Washington in May. This list is the one to which the confirmatory invitations to this conference were sent by the Department of Commerce in behalf of the Secretary of Commerce. I assume that all organizations here today have received such a letter as that sent within the last ten days or two weeks by the Secretary of Commerce. The Chair assumes that those who are here acting are representatives of these various associations.

Inquires as to Method of Taking Vote

Mr. Bell: May I inquire, before voting on this or any other motion, whether it will be by the associations invited to attend? It occurs to me that if there are many representatives of some associations and a few representatives of other associations and possibly some who are not representatives of any associations, that the recording of the judgment of this body by a viva voce vote would not be accurate and not the proper way to do it. I just arise to inquire how the voting will be in that regard. I would like also to inquire if the Chair will not take some means to ascertain who are the authorized representatives of those organizations that have been invited to participate in this conference. It occurs to me also that any proposition presented to this body that is not presented by some authorized representative of such a body is not properly before the Body for consideration.

The Meaning of the Vote

(The Chair responded to Mr. Bell's question with a detailed explanation of the nature and obligations of the conference, concluding with the Chair's opinion of the effect of the vote upon the subsequent deliberations of the conference and the general standardization program. The conclusion of this explanation was:

Chairman: The effect of this motion, therefore, if passed, would be, so far as the voice of this conference is concerned, to remove hardwoods from further consideration in the general standardization program. A contrary vote upon this motion would in the Chair's understanding, mean that this group was in favor of leaving the way open for the further consideration of a broad and inclusive lumber program, including all lumber, both softwood and hardwood.

It is not the Chair's understanding that this conference is here with final authority to bind the trade with respect to any phase of this problem and that its action upon this motion, and upon any other motion, is a valuable registration of opinion and not a final adoption or rejection binding upon the lumber trade. The Chairman may perhaps be excused for having stated his understanding of the meaning of your vote, whatever it may be on this motion. If his statement is challenged by any representative present, the Chair will entertain a motion to settle such question in that regard as may be raised. In anticipation of vote on the merits of this subject, you ought to understand what situation your vote would lead to. Is there further discussion?

(The question was called for.)

The Chair does not wish to close down the discussion on anyone who desires to be heard.

Mr. Bell: I do not gather from your remarks as to how the vote will

to take. I assume the roll will be called of the Associations represented here.

All Association Men May Vote

The Chairman: The Chair would state its understanding that the vote of the conference should be by those who are representatives of organizations. That is simply a statement of the policy which the Washington conference adopted in concluding that this program should be developed through the channels of the organizations, in the lumber trade. Therefore, those here who represent an organization of lumber producers, distributors or consumers will be eligible to vote and not others. That, however, is subject to your questioning if you think that statement is incorrect.

Young Amends His Motion

Mr. Young: Mr. Chairman and gentlemen, in view of Mr. Winslow's statements a moment ago, the Forest Products Laboratory, as I understand it at this time, and during last week at the conference, did not consider the question of hardwoods. I will amend my motion by saying that the word "hardwoods at this time," "at this meeting," not be considered.

The Chairman: Mr. Saunders, you seconded the motion. Do you desire to second the amendment? The Chair understands that Mr. Young withdraws the first motion and substitutes the last motion?

Mr. Young: Yes.

The Chairman: Mr. Saunders seconds the motion. Is there any discussion upon Mr. Young's motion as it now stands?

Mr. Hall: I understand that this revised motion is made in view of the fact that material or information is not available at this time for discussion and does not in any sense declare ourselves as opposed, at some future time, taking up the matter. I think this should go into the record as an explanation.

The Chairman: Is that your understanding, Mr. Young and Mr. Saunders?

Investigation Only Is Required

Mr. Dulweber: I will like again to call the attention of the meeting to the fact that the hardwood report only embodies the recommendation for investigation of the hardwood situation. Now, gentlemen, are we going to close our minds to knowledge? Are we going to take the position here that we are perfectly satisfied and seek no further knowledge? I pray you, gentlemen, consider that. All that we want to do is, to have you give us an opportunity to make this survey. If the Forest Products Laboratory is qualified to do it, they ought to do it, but we want to have information, whether or not, we are better able to serve the public.

Saunders Answers Dulweber

Mr. Saunders: I would like to say, as a hardwood manufacturer, that the time to investigate this matter will be when it is in the hands of the friends of the hardwood business and the men who can deliver the goods when the time comes to deliver. Now, I think that you men should give us time to get in step if we are not in step. The hardwood manufacturers are, unfortunately, not well represented here, and so far as I, as a manufacturer of hardwoods am concerned, I know of no dissatisfaction in our ranks of 1,500 manufacturers—not consumers—who make these rules. If our rules are not right and do not suit the consuming public, I think that we are in better shape to make them right than any new organization. I am a director of the National Hardwood Lumber Association, but I am speaking as a director of the Michigan Hardwood Manufacturers' Association, not having authority to speak for the National Hardwood Lumber Association, and also the Maple Flooring Association. Unfortunately, I don't understand just why the National Maple Flooring Association has not been invited or was not at any time participating in these discussions.

The Chairman: They have been invited. Both the maple and the oak flooring associations have been invited.

Mr. Saunders: I don't know that the Maple Flooring Association has a representative here. I took the liberty to represent them at Washington, and I would do so again. Both flooring and hardwood would want to be considered by itself and I think if the gentlemen will go right along with the organization of building trades and let the hardwood rest for the time being, let us make our own investigations and report at a future date, it will be much better. We have only five grades of lumber while you fellows have many times that number of grades. I think that we can very easily get in line at the proper time and that is the reason that we ask you to eliminate this at the present time and take it up at some future meeting.

Mr. Thomas O'Berry (North Carolina Pine Association, Goldsboro, N. C.): We grade in softwoods from the best side and we have a lumber that is used as a laying grade, you might say. In hardwood, as I understand it, 90 percent of it is a cutting grade, and you therefore have to grade most grades from the worst side. Therefore, it strikes me that we would be wise to take the hardwoods out until it can be gone into more, and after a future conference with the representatives of the Forest Products Laboratory we will be better able to determine whether we can serve both woods.

Mr. Saunders: That is the bone of contention in the hardwood industry today. One branch of the trade want to grade from the poor side of the piece and another branch want to grade from the best side.

Mr. W. J. Eckman (Oak Flooring Manufacturers' Association, Cincinnati, O.): I think the motion made that the elimination of hardwoods be inserted here is worthy consideration. I know the Oak Flooring Association is not officially represented here and I can safely say it will have authoritative representation if need be. I ask for the endorsement of the motion last made by the gentleman, for the elimination of hardwood.

(Question called for.)

The Chairman: The question is upon Mr. Young's motion as amended.

Vote Is Inconclusive

The Chairman then put Mr. Young's motion to a viva voce vote. (The auditory vote was too indistinct both "yea" and "nay" to indicate the wish of the majority.—Editor.)

The Chairman: The Chair suggests a rising vote. May I repeat the suggestion that the vote be by those who represent organizations of producers, distributors and consumers of lumber?

Mr. Bell: I move that the roll be called.

(Motion seconded.)

Mr. George Wilson-Jones (Illinois Retail Association): Are we to vote as associations or as units?

The Chairman: The question now before you is what was the vote on Mr. Young's motion. The Chair is not of the opinion that it is permissible to change the method of voting at this time. The Chair suggests a rising vote. Does anyone challenge that method?

Mr. Bell: I understood that we were to vote as organizations.

The Chairman: The Chair's understanding is that any one who represents an organization of lumber producers, distributors or consumers is eligible to vote. The question now is on what was the division of the

Mr. Bell: I understood the chair's ruling to be that anyone representing an association is qualified to vote. Does that mean that if there happen to be many representing one organization and only one representing another that the many would be recorded against the one?

The Chairman: That is the Chair's understanding. There are many organizations not represented here. The vote can be taken on simply the expression of the opinion of those present.

Mr. Young: One large organization with 1,400 members is not represented. I certainly do not undertake to represent that organization here.

The Chairman: The vote of an association with a small membership would count as much as the vote of an organization with a large membership. In any way the vote is taken it appears to the Chair that the importance of the constituency represented will not be clear.

Mr. Young: Is it the purpose that after this vote is taken the public will be informed that this body has gone on record as favoring the including of hardwood in these recommendations on softwoods at Madison? The Forest Products Laboratory have stated that they did not consider hardwoods.

The Chairman: The opinion of the Chair is, if he may vacate the position of chairman and speak on the floor, that it would be advantageous to have no record vote taken in the sense that this report be considered as adopted or rejected. It was submitted not for adoption or rejection but for registration of present sentiment.

Mr. Young: Then I am willing to withdraw my motion, if hardwood is eliminated from the report. It was not in the report as originally drawn.

The Chairman: It was on a separate sheet, and was attached.

Mr. O'Berry: Can more than one man vote for an association?

Mr. Saunders: I move we adjourn. (Seconded by Mr. Dwight Hinckley, Cincinnati, O.)

Mr. Young: Mr. Chairman, I withdraw my motion. (Applause.) I want to state, however, the reason I withdrew it is that if the gentlemen here are allowed to vote as association members it would be unfair to the hardwood manufacturers, because they are not represented. Mr. Saunders and myself speak as individuals. It would be very unfair to take a vote along the lines suggested. I therefore withdraw my motion.

The Chairman: Mr. Saunders' motion to adjourn is before us. It is not debatable. Motion carried. Adjourned at 2:30.

Thus ended the debate on the question of eliminating hardwoods from the deliberations of the conference. The question was not renewed either at the afternoon session on Friday, nor at the Saturday morning, and concluding, session of the conference. It is assumed that this was because all parties at interest accepted the explanation of the chair, later sustained by Mr. Durgin, that the conference was not expected either to definitely adopt or reject a proposition, but could only record opinions and arrange for machinery to continue the standardization movement.

Dr. Wilson Compton Presides

Both the manufacturers' conference and the general conference of July 21 and 22 were presided over by Dr. Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, who at all times, even during the difficult hours of the hardwood controversy, maintained an admirable poise and was master of the situation. How well Dr. Compton succeeded in filling the difficult post of chairman was evidenced by the proposal by Mr. McCreight, just before adjournment on July 22, of a vote of thanks to Dr. Compton for the fairness and efficiency he had displayed. Dr. Compton vacated the chair while the vote was taken and the motion was adopted unanimously.

General National Inspection Not Feasible

Before closing this report of the conference, or rather, conferences, reference must be made to the action of the manufacturers' conference on July 20 on the question of a nationally organized and administered inspection system, which was considered pursuant to Resolution V, adopted at the Washington conference. After a thorough debate of the question the manufacturers found that such a system was "not feasible," recording their opinion in the following resolution:

"Resolved, That nationally organized and supervised inspection is not feasible, and

"That if after original inspection, re-inspection, and if necessary after re-inspection, a report thereon of chief inspector, any complaint has not been settled, the National Lumber Manufacturers' Association will represent the manufacturing shipper in arrangements for arbitration."

The second paragraph of this resolution is exactly the same as the fourth provision of Resolution V of the Washington conference, which was to provide for the "Creation of a Central Bureau of Lumber Inspection." It was proposed by Mr. Sherrill.

By carefully examining the question in their conference the manufacturers of lumber found that it would not be possible to set up a huge system of national lumber inspection to control and administer the inspection of all lumber, but that the best that could be done in a national way was to provide some national court of

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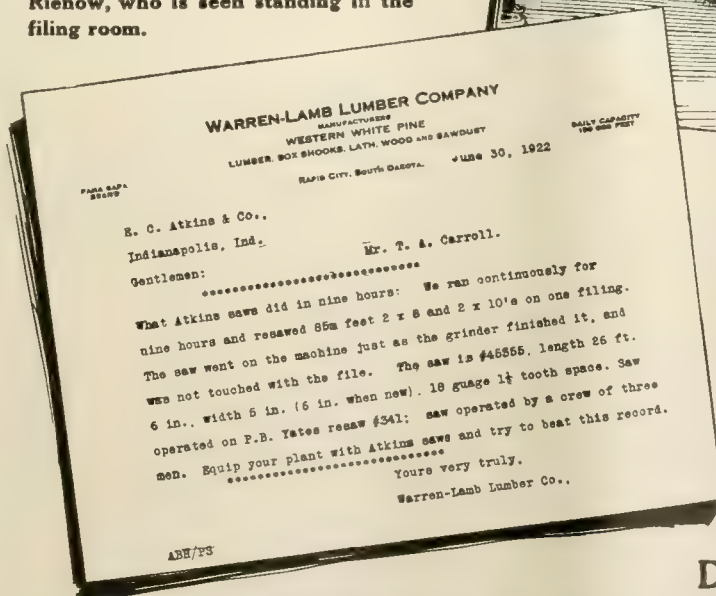
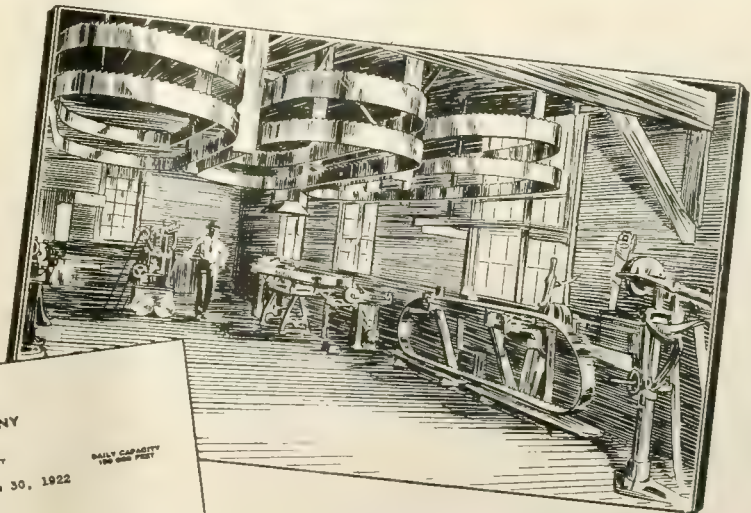
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4/4" No. 1 Common & Selects	190,200'
4/4"—2 1/2" to 5 1/2" Strips	18,400'
3/4" No. 1 Common & Better	16,000'
4/4" No. 2 Common & Better	8,500'
PLAIN WHITE OAK	
4/4" FAS	18,000'
4/4" No. 1 Common & Selects	195,000'
PLAIN RED OAK	
4/4" FAS	21,100'
4/4" No. 1 Common & Selects	149,000'
PLAIN GUM AND MAPLE	
5/8" Log Run	64,500'
PLAIN BEECH	
5/8" Log Run	67,000'
5/4" Log Run	4,000'
QUARTERED RED GUM	
4/4" No. 1 Common & Better (Sap No Defect)	65,370'
PLAIN ASH	
4/4" No. 2 Common & Better	3,500'
8/4" No. 2 Common & Better	2,000'
PLAIN ELM	
8/4" No. 2 Common & Better	15,000'
PLAIN POPLAR	
5/4" FAS (Sap No Defect)	14,600'
5/4" FAS (Sap No Defect)	5,200'
4/4" FAS (Sap No Defect)	8,400'
4/4" FAS (18" & Wider)	8,000'
4/4" No. 1 Common & Selects	27,000'
4/4" No. 2 & No. 3 Common	31,500'
PLAIN BLACK WALNUT	
4/4" No. 2 Common & Better	27,000'
QUARTERED WHITE OAK 3" to 6" Flitches	

last resort to which questions might be taken when differences still persisted after final inspection by a chief inspector. In this connection it was conceived by the manufacturers that all technical questions as to grades will have been settled after the second re-inspection, and that the matters left in dispute would involve some misunderstanding as to specifications or agreements on the contract and might be settled by arbitration. It was not conceived that any body of arbitrators might decide a question of grades more authoritatively than could the chief inspector of the organization controlling the rules under which the disputed shipment had been made. This means that the manufacturers believe that regional, state and other associations having inspection systems should continue to operate these as heretofore, but that there should be a standing committee under the auspices of the National Lumber Manufacturers' Association to which an ultimate appeal may be made. It was thought that by setting up such an instrumentality the buyer or the public will have their interests safeguarded as far as it is possible to do so. This is expected also to give the public the assurance needed of the good faith of the lumberman and of the possibility of securing all possible protection in their lumber purchases.

The passage of the motion quoted leaves the question open, however, until it is finally settled at the final conference.

Hoover's Representative Speaks

The feature of the afternoon session of the general conference on July 21 was the brief address delivered by W. A. Durgin, chief of the division of simplification and standardization of the U. S. Department of Conference. Mr. Durgin spoke of the aims of the lumber standardization program as conceived by Secretary Hoover, as well as the nature, in particular, of the conference which he was addressing. Mr. Durgin said:

Mr. Chairman, lumbermen and other representatives of wood using industries, I want to bore you a few minutes by telling you some of the things that we hear down in Washington about lumber. One of the most common remarks might be paraphrased in the query, "What is all the shooting for?" So many people say, "What in the world are you going

after lumber for? Why did you pick us out?" I don't just see how that viewpoint got about. Lumber is not picked out. Lumber, at the present moment, is one of about eighty-seven industries that are in connection with the Department of Commerce, in about the same way that lumber is. To be sure, lumber is very much the most important of these industries and so, perhaps, you may feel that you were singled out as the first great industry; but I hope as this work goes on you will find that a matter of pride instead of irritation. I think you will register as the first great industry of the country in favor of Hoover, standardization and simplification.

Now, we regard this conference as having a rather special purpose. We are not looking for you to adopt or to reject, as the Secretary said to me, and, in fact, as he said to Dr. Compton and me a few days ago, "if lumber gets this job done in a year it will do well."

Expect Representative Expression of Opinion

We are looking to this conference for a representative expression of opinion of all interests, the opinions of associations which will guide the organization that I understand you are to form tomorrow in proceeding with the work. But surely, you don't wish to adopt or reject any of these questions until they have had much further discussion, much further digestion, than has been possible; because, gentlemen, these questions are epoch-making in lumber; they are epoch-making in this country. They are the first wise attempts on the part of a great industry to use the very forceful phrase that has already been used this afternoon, to "beat them to it," in this continual repressive legislation, which, if it keeps on, is going to upset the entire industrial structure of this country. (Applause.)

As Mr. Hoover sees it, you men are going to so clean house, or are going to so get together in united action, that no congressman, no senator or anyone else can find any possible reason for suggesting legislation in the lumber industry; and as you lead the way you are going to entirely change the trend of industrial philosophy in this country, and we are going to get back really to the viewpoint of our forefathers who founded this country as the place where every honest, wise citizen could go ahead and control his own business. That, gentlemen, is much more vital than any one of the specific questions that you have before you—at least so we feel.

Action Desired at Final Conference

Well, if this conference is merely to develop opinions for guidance of organizations, when are you going to get to action? We take it that such action will be proper after the various committees, experts or whoever you may appoint to develop these ideas further, have prepared final reports which can be printed, which can be distributed to the various associations, which can be thoroughly considered.

We assume that then a final conference will be held at Washington, to which each association will send delegates with full power to act, and at such conference, we assume, you will adopt the standards of lumber and associated industries to prevail until such time as a revising conference becomes necessary; and all of this work of the revising conference will be part of the regular plan.

If, next May, you fix procedure for lumber, we assume you will also fix the period through which that procedure shall control. You might conceive that next May you will be in a position to fix procedure for all time. It must be revised as practice develops. One would assume that it might be possible to make more perfect lumber; but it hardly seems necessary, in discussing size now, to emphasize the fact that you can't make it closer than a sixteenth. In any product, you have tolerance, and if you say 13/16ths is a standard size, of course that will mean 13/16th plus or minus the necessary tolerance of manufacture. You have no new question. That same question applies in the 87-odd industries now working with us along similar lines.

Can Cause Conflicting Group to Meet

It seems to us one of the greatest services we can render you is bringing in conflicting groups. I hardly suppose that the city engineers of the larger cities would care to appear with you now, but when you have your program finally worked out for final action, I assume the city engineers of the large cities will be very glad to accept Secretary Hoover's invitation to sit in with you on final discussion. In that way we believe we can sell your program to any group it needs to be sold to, and there, we think, we can surely serve.

This question of specials was so well covered by my friends, the architect, that I don't know that it is necessary to again refer to that. He has the entire philosophy of standardization. If you men will say that "13/16ths is our standard," and if you will agree that it shall appear on your bills as 13/16ths, not as one inch, but that it is billed as 13/16ths, if you will agree that if a man wants something different you will charge him extra—you can't agree among yourselves how much you will charge him extra, because that is an agreement in restraint of trade—but if you agree that you will charge him extra, the specials will quickly disappear, I believe. Those are the major points.

Secretary Hoover asked me to express to you his very great interest in this work, his gratification that you are getting together in an extremely hot month, in a city that, at times, is hot, even though it is my native city—we are looking to you men to go forward and to bring out the first definite set of recommendations in support of the Hoover vision. And speaking personally, not at all as representing the department, I believe that most of the men here agree with me that anything that we can do in support of Hoover will be in support of one of the greatest national leaders that we have ever had. (Applause.)

I thank you.

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HOLLY RIDGE LUMBER CO. Red Gum is produced from the choicest logs from our own stumpage.

Due to our modern Band Mills and our expert mill men, our lumber is manufactured perfectly.

Our experienced and efficient organization in yarding Red Gum has been a constant study with the Holly Ridge Lumber Co. We use nine sticks in stacking 16' lumber; 8 sticks for 14' and 7 sticks for 12', and, in addition, flue our lumber so as to permit the maximum passage of air.

We are confident we have achieved success in the manufacture and care of Gum and want to give you the opportunity of using our Red Gum so carefully prepared for your use.

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HOLLY RIDGE LUMBER CO.

INCORPORATED

Main Office: LOUISVILLE, KENTUCKY



unknown to him. He was willing to meet squarely every situation. He never evaded what appeared to be his duty.

His greatest fault and his greatest weakness were his total disregard for his own comfort and health in his devotion to his work.

His greatest virtues were his courtesy and his unfailing thoughtfulness and kindness toward those with whom he was associated. Max Kosse was a gentleman in the truest sense.

Max Kosse's influence will linger many a year, and his friends will miss the nameless little tune he hummed—while thinking.

[Signed] GEO. N. LAMB

Discuss Standardization Problem

At the summer meeting of the Northern Wholesale Hardwood Lumber Association, held at Minneapolis, Minn., July 14, there was considerable discussion of the standardization problem, especially as it relates to hardwoods.

This discussion came about because of the efforts now being made to that end through the National Lumber Manufacturers' Association, in co-operation with the Department of Commerce, and followed the reading of a letter from Roy H. Jones, of the Lumber Division of the Bureau of Foreign and Domestic Commerce, in which Mr. Jones expressed the opinion that the next problem before the hardwood lumber producers was the standardization of dimension cuttings for the wood-using industries.

One member said that there was nothing new in this proposal; it had been tried in the past, and with little success. What makes it particularly difficult at this time is the fact that the industries that use hardwood lumber have not standardized their requirements. There are so many patterns for the same kind of furniture, for instance, that it would take a large number of standard sizes of lumber to meet the needs of the furniture makers; and there is this same lack of uniformity in the making of other manufactured articles of commerce.

The meeting was held at the Minneapolis Automobile Club, south of the city, to which the members were taken in automobiles furnished by members of the Northwestern Hardwood Lumbermen's Association. A luncheon was served in the club dining room before the business session.

Jones Compliments N. H. L. A.

In opening the meeting, T. T. Jones, president, spoke briefly of the standardization program and then paid a tribute to the National Hardwood Lumber Association, saying that it has served the trade efficiently during the past twenty-five years, and brought order out of chaos in the hardwood lumber business.

J. F. Hayden, secretary, reported briefly on details of the work of the association, and presented some statistics showing the increase in construction work during the first half of the year over the first half of last year, especially in residential building.

Some of the intricacies of freight tariffs were brought out in a talk on such matters by J. H. Krueger, a traffic expert of Minneapolis.

Mr. Krueger told how he had recovered several hundred dollars for one concern through the discovery of errors in entering the tare weights of cars in freight bills. He also said that the published tariffs are full of inaccuracies and inequalities. One such is a charge of about two cents less per hundred pounds for shipments from certain Wisconsin points to stations west of Minneapolis than is collected on shipments to Minneapolis.

Following his formal address, Mr. Krueger answered a number of questions put to him by members relative to the reduction effected by the order of the Interstate Commerce Commission which went into effect the first of July.

Upon recommendation of R. F. Duncan, chairman of the Membership Committee, the Van Etta Lumber Co. and the L. B. Smith Lumber Co. of Chicago were admitted to membership.

President Jones appointed G. A. Vangsness, A. H. Ruth and A. C. Quixley of Chicago to represent the association at the standardization conference in Chicago, July 21 and 22.



Take pianos for instance

You know the condition of the wood that good makers must put into their instruments. Let's see what some of them have to say about the results they get, drying lumber in a Sturtevant High Humidity Dry Kiln.

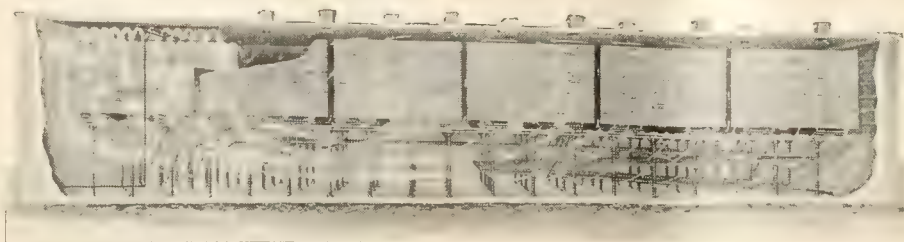
"We cut our case stock to piano lengths before putting into the kiln and this we would not do if we had any checking, as it would be a waste of lumber."

"They have proved very satisfactory indeed to us * * * have demonstrated all that they were represented to do."

"And they are giving very good satisfaction."

Bulletin 282 is chock-full of informative data on lumber drying. Your copy is here for the asking.

HYDE PARK, :: BOSTON, MASS.



Moore's Progressive Kiln

The arrows above show the famous natural internal circulation of Moore's Progressive Kiln—obtained by following nature's decree that cold air shall fall and hot air rise. Moore's graduated progressive heating system automatically maintains proper distribution of heat and humidity for correct seasoning.

Time-Tested

In the forty-three years they have been in use, Moore Kilns have firmly established their dependability for drying all kinds of hard and softwood lumber. We also build Compartment Kilns where customer desires charge operation.

Let us tell you about them.

Moore Dry Kiln Co.

"Kiln Builders Since 1879"

Jacksonville, Fla.

No. Portland, Ore.

Clubs and Associations

Herman Paepcke Dies; Builder of One of Country's Greatest Lumber Organizations



The Late Herman Paepcke

Herman Paepcke, founder and chairman of the board of directors of the Chicago Mill & Lumber Company, died Sunday, July 23, at his home, 140 East Pearson street, after a brief illness.

In the death of Mr. Paepcke there closed the career of one of the biggest figures in the hardwood lumber industry, and a man who built up one of the greatest lumber institutions in the country. Mr. Paepcke was born at Teterow, Germany, Feb. 12, 1851. It was in 1873 that he came to Chicago and engaged in the lumber business. In addition to his leadership of the Chicago Mill & Lumber Company, he was

president of the Paepcke-Leicht Lumber Company and the Helena & Southwestern Railroad Company, and was chairman of the board of the Blytheville, Leachville & Arkansas Southern Railroad Company.

In politics Mr. Paepcke was a Republican and he was a prominent figure in leading Chicago clubs. He was a member of the Chicago Athletic Association, Union League Club, South Shore Country Club and Chicago Lincoln Club. Besides his residence on Pearson street, Chicago, he maintained homes at Glencoe, Ill., and Pasadena, Cal.

Mr. Paepcke was a man of tireless energy and outstanding organizing and executive ability. He was a "big business" man in the highest sense of the word.

Mr. Paepcke is survived by his widow, Mrs. Elizabeth J. Paepcke; three daughters, Mrs. Sophie Pfueger of Bonn, Germany, and Mrs. Lydia Wilms and Mrs. Alice Guenzel of Chicago; and one son, Walter P. Paepcke of Chicago. Funeral services were conducted Monday, July 24, from the home, with burial in Graceland cemetery.

Donald R. Brewster

Expert Consultant

OPERATION OF LUMBER DRY KILNS

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TRAINING OF KILN OPERATORS A SPECIALTY

Institute Organizes Membership and Other Committees; Inspection Service Starts

F. K. Conn, Yazoo, Miss., chairman of the membership committee of the Hardwood Manufacturers' Institute, who has been spending some time at offices of this association at Memphis, following the serious illness and death of his mother, has announced the personnel of his associates on that important arm of the new body. There is a chairman for each state and around these state chairmen are grouped a number of influential members of this organization. The total is more than sixty. Mr. Conn says that he has received, within the past two or three weeks, responses to letters addressed to all the charter members, and that in every single instance they have pledged their heartiest co-operation in building up the membership of this organization, something which he characterizes as "entirely new to me in association work." Here is the full personnel of the membership committee:

OHIO

J. W. Mayhew, chairman, W. M. Ritter Lumber Company, Columbus; H. E. Everley, W. M. Ritter Lumber Company, Columbus; E. O. Robinson, Mowbray & Robinson Company, Cincinnati.

WEST VIRGINIA

W. H. Weller, chairman, Rockcastle Lumber Company, Huntington; E. K. Mahan, Peytona Lumber Company, Huntington; B. B. Burns, C. L. Ritter Lumber Company, Huntington; A. D. Pickering, Hutchinson Lumber Company, Huntington; John Raine, Meadow River Lumber Company, Rainele.

LOUISIANA

J. B. Edwards, chairman, Hillyer, Deutsch, Edwards Company, Oakdale; H. B. Johnson, Mansfield Hardwood Lumber Company, Shreveport; H. J. Brenner, Ferd. Brenner Lumber Company, Alexandria; W. D. Lurry, Iatt Lumber Company, Colfax; A. N. Smith, Bomar-Blanks Lumber Company, Blanks; W. J. Thomas, Delta Hardwood Lumber Company, Rayville, La.; J. T. Holloway, Hodge-Hunt Lumber Company, Hodge; Geo. H. Damon, H. H. Wiggin Lumber Company, Plaquemine.

ILLINOIS

E. A. Lang, chairman, Paepcke Leicht Lumber Company, Chicago; E. C. Artman, E. C. Artman Lumber Company, Metropolis; B. L. Hendrix, Hendrix Mill & Lumber Company, Mound City.

VIRGINIA

S. A. Fulton, chairman, Boyd-Ryburn Lumber Company, Bristol.

MISSOURI

Jay Tschudy, chairman, Tschudy Lumber Company, Kansas City; Frank Dillman, Weis-Dillman Lumber Company, Caruthersville.

NORTH CAROLINA

L. E. Hunter, chairman, Norwood Lumber Company, Forney; W. T. Latham, Andrews Manufacturing Company, Andrews, N. C.

INDIANA

C. E. Platter, chairman, North Vernon Lumber Mills, North Vernon; Jos. Waltman, Evansville Band Mill Company, Evansville.

KENTUCKY

John E. McCall, chairman, Ashland Hardwood Lumber Company, Ashland; J. A. McLean, Wood Mosaic Company, Louisville; H. H. Hensley, Bell Point Lumber Company, Bell Point; F. P. Dabolt, Bond Foley Lumber Company, Bond; S. M. Bradley, Morehead; G. H. Gearhart, Clearfield Lumber Company, Clearfield; E. B. Norman, Holly Ridge Lumber Company, Louisville; W. E. DeLany, Kentucky Lumber Company, Lexington; H. L. Page, H. M. Page Lumber Company, Lexington; R. W. Henderson, Stearns Coal & Lumber Company, Stearns.

MISSISSIPPI

C. L. Faust, Faust Brothers Lumber Company, Jackson; J. W. Bailey, Eastman Gardiner Hardwood Company, Laurel; W. W. Logan, Merl Lumber Company, Meridian; C. J. Coppock, Cybur Lumber Company, Cybur; D. H. Hall, D. H. Hall Lumber Company, New Albany; M. B. Cooper, Carrier Lumber & Manufacturing Company, Sardis, Miss.

ARKANSAS

G. W. Allport, chairman, Long-Bell Lumber Company, Pine Bluff; Carl L. White, Brece Manufacturing Company, Arkansas City; S. A. Williams, Fordyce Lumber Company, Fordyce; H. L. Coldran, Northern Ohio Cooperage & Lumber Company, Parkin; R. J. Hackney, Brown & Hackney, Inc., Memphis, Tenn.

TEXAS

H. G. Bohlssen, H. G. Bohlssen Manufacturing Company, Ewing; Wm. Graydon, Wm. Graydon Hardwood Company, Grayburg; P. A. Ryan, P. A. Ryan Lumber Company, Lufkin; A. Temple, Southern Pine Lumber Company, Texarkana.

GEORGIA

P. F. Fitzgibbons, chairman, Fort Valley Crate & Lumber Company, Remolds.

PENNSYLVANIA

F. Noel Pearce, chairman, Cherry River Boom & Lumber Company, Philadelphia.

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Birch, Cherry
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Smoot Lumber Company

Cowen, West Virginia

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The Meadow River Lumber Co.

Manufacture High Grade

Oak, Maple, Beech, Birch

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3 8" to 8 4"

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NASHVILLE AND EAST TENNESSEE

I. A. Washington, chairman, Hunt, Washington & Smith, Nashville; Elmer Blair, Blair Lumber Company, Chattanooga; H. M. Greene, Davidson, Hicks & Groche, Nashville; A. C. Farris, Farris Hardwood Lumber Company, Nashville; Paul S. Cohn, Lieberman, Loveman & Cohn, Nashville; A. T. Williams, Williams Lumber Company, Fayetteville.

MEMPHIS AND WEST TENNESSEE

C. M. Kellogg, chairman, Kellogg Lumber Company, Memphis; Mark H. Brown, Brown & Hackney, Inc., Memphis; W. T. Burt, W. T. Burt Lumber Company, Memphis; W. B. Chapman, Chapman & Dewey Lumber Company, Memphis; R. L. Jurden, Penrod-Jurden Company, Memphis.

ALABAMA

Edw. L. Davis, chairman, Edw. L. Davis Lumber Company, Mobile; Lee Robinson, Mobile River Saw Mill Company, Mobile.

SOUTH CAROLINA

W. W. Simmons, chairman, Big Salkehatchie Cypress Company, Varnah.

FLORIDA

G. V. Patterson, chairman, Weis-Patterson Lumber Company, Pensacola. The personnel of the other standing committees, including the executive, as recently announced by President C. H. Sherrill, are given herewith:

EXECUTIVE

C. H. Sherrill, chairman, Sherrill Hardwood Lumber Company, New Orleans, La.

W. M. Ritter, W. M. Ritter Lumber Company, Columbus, Ohio.

E. B. Norman, Holly Ridge Lumber Company, Louisville, Ky.

R. F. Dulweber, the Kraetzer Cured Lumber Company, Greenwood, Miss.

Jas. E. Stark, Jas. E. Stark & Co., Inc., Memphis, Tenn.

R. L. Jurden, Penrod-Jurden Company, Memphis, Tenn.

Leon Isaacson, Yellow Poplar Lumber Company, New York, N. Y.

FINANCE

C. M. Kellogg, chairman, Kellogg Lumber Company, Memphis, Tenn.

E. B. Norman, Holly Ridge Lumber Company, Louisville, Ky.

Jas. E. Stark, Jas. E. Stark & Co., Inc., Memphis, Tenn.

R. M. Carrier, Carrier Lumber & Manufacturing Company, Sardis, Miss.

W. T. Murray, Tremont Lumber Company, Rochelle, La.

INSPECTION RULES

R. F. Dulweber, chairman, the Kraetzer Cured Lumber Company, Greenwood, Miss.

F. K. Conn, Bayou Land & Lumber Company, Yazoo City, Miss.

G. W. Allport, Long Bell Lumber Company, Kansas City, Mo.

M. W. Stark, American Column & Lumber Company, Columbus, Ohio.

C. M. Sear, Edw. L. Davis Lumber Company, Mobile, Ala.

G. V. Patterson, Weis-Patterson Lumber Company, Pensacola, Fla.

S. M. Nickey, Green River Lumber Company, Memphis, Tenn.

STATISTICS

M. W. Stark, chairman, American Column & Lumber Company, Columbus, Ohio.

H. D. Anderson, Anderson-Tully Company, Memphis, Tenn.

W. R. Satterfield, Chicago Mill & Lumber Company, Memphis, Tenn.

H. L. White, H. L. White Lumber Company, Columbia, Miss.

Landon C. Bell, W. M. Ritter Lumber Company, Columbus, Ohio.

ASSESSMENT

S. M. Nickey, chairman, Green River Lumber Company, Memphis, Tenn.

R. B. Burns, C. L. Ritter Lumber Company, Huntington, W. Va.

E. O. Robinson, Mowbray & Robinson Company, Cincinnati, Ohio.

T. A. Washington, Hunt, Washington & Smith, Nashville, Tenn.

W. A. McLean, Wood Mosaic Company, Louisville, Ky.

Sam Cochran, Wilson-Cochran Lumber Company, Lott, La.

J. B. Edwards, Hillyer, Deutsch, Edwards, Oakdale, La.

R. J. Hackney, Brown & Hackney, Inc., Memphis, Tenn.

Max Miller, Miller Lumber Company, Marianna, Ark.

PUBLICITY

Landon C. Bell, chairman, W. M. Ritter Lumber Company, Columbus, Ohio.

W. R. Satterfield, Chicago Mill & Lumber Company, Memphis, Tenn.

R. L. Jurden, Penrod-Jurden Company, Memphis, Tenn.

ADVERTISING

Mark H. Brown, chairman, Brown & Hackney, Inc., Memphis, Tenn.

E. A. Lang, Paepcke Leicht Lumber Company, Chicago, Ill.

J. Himmelberger, Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.

Geo. H. Damon, H. H. Wiggin Lumber Company, Plaquemine, La. (Boston).

APPALACHIAN CONGRESS

W. H. Hopkins, New River Lumber Company, Cincinnati, Ohio.

John Raine, Meadow River Lumber Company, Rainelle, W. Va.

M. W. Stark, American Column & Lumber Company, Columbus, Ohio.

J. W. Mayhew, W. M. Ritter Lumber Company, Columbus, Ohio.

E. H. Mahan, Peytona Lumber Company, Huntington, W. Va.

Organization has now been completed and the institute is functioning along lines of inspection. It recently took over the inspectors employed by the American Hardwood Manufacturers' Association, and it has materially increased the number thereof. As a result it is now offering original inspection and re-inspection "at all points" to both members and non-members on payment of the necessary fees. It is employing the rules of the American Hardwood Manufacturers' Association pending formulation of rules in accordance with the Hoover standardization plan as outlined at the Washington conference during the latter part of May. The institute is preparing to function in other directions, especially in statistical work and in trade extension, but nothing can be given out regarding either of these activities at the moment.

With the Trade

Moore Installs Kilns for Number of Southern Plants

The spread of modern kiln drying practices among the lumber and wood-working concerns of the country is illustrated by a number of installations recently made by the Moore Dry Kiln Co. of Jacksonville, Fla., of their

Moore's Moist Air Progressive and other types of hardwood dry kilns. Four large kilns of the Moist Air Progressive type were installed for the J. D. Bassett Manufacturing Co., furniture manufacturers of Bassett, Va.; for the Southern Lumber & Manufacturing Co., Nashville, Tenn., a modern fireproof construction kiln of the same type, having inside dimensions of 30x150 feet, which will make it one of the largest hardwood kilns in the country; for E. L. Bruce Co., of Memphis, Tenn., two kilns of the same type; for the Stickle Lumber Corporation of Dallas, Texas, four large kilns of this type for their large new hardwood flooring plant; for Southern Hardwood Lumber Co., New Orleans, two kilns of this type; Crossett Lumber Co., Crossett, Ark., two hardwood flooring kilns of the Moore Moist Air type for charge operation. These people have recently added a flooring unit to their operations.

felt as before by the Scandinavia hardwood importer.

L. & N. to Publish Net Log Rates

The Southern Hardwood Traffic Association announces that District Manager Thompson, Louisville, Ky., has reached an agreement with the Louisville & Nashville, under which that road will publish net rates, effective July 12, 1922, on logs moving from Decatur, Ala., and Memphis, Tenn., to Louisville, Ky. The new rates will be 14½ cents from the former and 15½ cents from the latter, thus representing a decided reduction.

Sedgwick Locates Company in Cincinnati

H. M. Sedgwick announces that he has organized the H. M. Sedgwick Lumber Co., which started in business on July 1 at 906 Neave building, Cincinnati, O. The company will conduct a wholesale business in West Virginia and Southern hardwoods in cypress and hemlock. Mr. Sedgwick has been in the hardwood business since 1910, except for two years spent in the army. Five years of his experience was at several hardwood mills in the South where he learned the processes of manufacturing and grading. He became especially proficient in the grading of hardwoods. During the remaining five years he acted as sales representative for the W. M. Ritter Lumber Co., of Columbus, O., the M. B. Farrin Lumber Co., of Cincinnati and the American Column & Lumber Co., of Columbus, O. His traveling experience has been chiefly in the Central Freight Association territory where he has a wide acquaintance among the consumers.

Townshend Makes Tour for Forwarding Company

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, has recently returned from business trips to Chicago, Mobile, New Orleans and other centers in the interest of that organization and the American Overseas Forwarding Company. He is president of the latter. Mr. Townshend will have an interesting announcement to make within the next few days regarding his Chicago trip.

Cecil A. News, assistant secretary of the association, is enjoying his vacation. He does not hie himself away to watering places and mountain resorts. All he asks is a racquet and a place to play tennis. He is very fond of this game though he is not quite as proficient therein as in traffic matters. In the latter he is almost without a peer.

Huddleston Organizes Mahogany Company

The Huddleston Mahogany Company, Inc., has been organized by R. S. Huddleston, one of the best known men in the mahogany trade, and established in Norfolk, Va. This company has purchased a plant formerly occupied by the Greenleaf-Johnson Lumber Company on the south branch of the Elizabeth River. This plant is on a plot of ground consisting of fifteen acres. There is deep water at the company's docks on the site and these special water facilities will permit the loading of lighters alongside the company's own warehouses. The plant consists of a double band mill with resaw, all modern. There are kiln drying facilities to accommodate over 500,000 feet of lumber, which will make possible the kiln drying of the entire output of the mill without rehandling. Speaking from his veteran experience in the milling of lumber Mr. Huddleston believes that there is not another mill in the country so equipped as to assure the economical handling and manufacture of lumber. He also believes that Norfolk's geographical location affords unrivaled advantages, both for import of raw materials from the tropical countries and their re-export to Europe as well as for domestic distribution. There are eight trunk lines running out of Norfolk reaching every point in the United States, with lower freight rates to most of the large hardwood consuming centers than is enjoyed by either New Orleans or New York.

The Huddleston Company will import mahogany and other tropical hardwoods from Mexico, Central America and South America, and will manufacture lumber from this. Among the woods imported will be a little known species called hura wood. The cargoes will be unloaded at the company's private docks. At first only lumber will be manufactured, but Mr. Huddleston later expects to put in a veneer plant. The mill will employ about one hundred persons.

The company will have its main office on the mill and yard site, with Mr. Huddleston in active charge of operations. Other officers of the company, including D. W. Walker, treasurer, and R. P. Huddleston, Secretary, will be located in Norfolk. A sales office will be maintained in New York and perhaps one in Chicago.

Some months ago Mr. Huddleston withdrew from the Astoria Mahogany Company and has since then been making the survey which has resulted in the organization of the company established at Norfolk.

Band Mill

Manufacturers of Oak and Poplar

Our band mills are located in the heart of one of the most famous oak and poplar sections in the world. Soil conditions and topography of this region are ideal for the production of the finest possible texture in soft, even colored, mellow, and highly figured oak, and of the most desirable variety of soft yellow mountain poplar.

Our 15,000,000 feet annual production running 75% to White Oak presents a genuine opportunity to discriminating buyers to establish a dependable source of desirable stocks.

We Also Solicit Inquiries for Bill Oak

Address

Bond-Foley Lumber Company
BOND, KENTUCKY

Hardwood News Notes

MISCELLANEOUS

The capital stock of the Parkersburg Chair Company, Parkersburg, W. Va., has been increased to \$300,000.

The name of the Quality Cedar Chest Shop at Providence, R. I., has been changed to the Elmwood Furniture Company.

The Grand Rapids Case Works has taken over the Edgar R. Somes Furniture Company, Grand Rapids, Mich.

John Proctor, A. P. W. Seaman and William Haw have incorporated the Proctor Company, New York, N. Y., to manufacture furniture; capital, \$350,000.

The Forest Furniture Company, Troutdale, Va., is now being operated as the Mount Rogers Furniture Company.

The Garson Wood Furniture Company, Rochester, N. Y., has increased its capital to \$100,000 from \$50,000; the Morristown Desk Company, Morristown, Tenn., to \$50,000.

W. W. Dings has resigned from the Garetson-Greaseon Lumber Company, St. Louis, having been its secretary for a good many years.

The International Mill & Lumber Company is an involuntary bankrupt. It is located at Bay City, Mich.

The Deresdermer Lumber Company has been incorporated at Pecan, Miss.

The capital stock of the Mellen-Wright Lumber Company, Royal Oak, Mich., has been increased to \$100,000, as also that of the Randolph Planing Mill Company, Elkins, W. Va.

BUFFALO

Announcement was made here on July 18th of the indictment of Frank T. Sullivan, a prominent member of the local hardwood trade, in connection with alleged frauds in the sale of government surplus lumber. When the government issued its first announcement in the case, mentioning Mr. Sullivan's name, several weeks ago, he issued a formal statement in which he said:

"Phillips and Stephens had full government authority to make the contracts. The lumber was inspected and tallied by representatives of the

(Continued on page 51)

PEARL RIVER VALLEY

BANDSAWN HARDWOODS



CABINET ROOM ECONOMY

PEARL RIVER HARDWOODS are safe to use in the construction of articles on which you base the reputation of your firm. The personal attention which we give the Manufacture, Drying, and Grading assures economical conditions in your Cabinet room.

PEARL RIVER VALLEY LUMBER COMPANY

MANUFACTURERS



BANDSAWN HARDWOODS

HAMMOND, I.A.

Sales Satisfactory at Grand Rapids

Some Makers of Medium and Low Priced Furniture, Book Record Business;
Buying of Higher Grade Lines Slow; Splendid Fall Business Predicted;
All Attendance Records Smashed; Mid-Summer Market Healthy

The annual midsummer furniture market at Grand Rapids, which closed on July 15, is perhaps best described in the words of C. S. Decker, president of the Grand Rapids Chair Company and of the Grand Rapids Furniture Manufacturers' Association. "This has been a very satisfactory market," declared Mr. Decker. "The volume of business has not been as large as last July; compared with peak times it would seem even smaller, but I venture to say that had the average exhibitor here booked in one of the years from 1915 to 1918 the volume of business that he did on this market he would have been delighted and somewhat amazed. Compared with these years business has been good, and this is the logical comparison to make. The boom time markets of 1919 and 1920 were not good for anybody. Conditions prevailing at these markets were deplorable. They lowered the standards all along the line. The chief and compelling object then was only to get furniture and nobody seriously concerned himself about what kind. The public was buying headlong and would take anything, and naturally this encouraged carelessness; the manufacturer grew careless, the buyer was careless, and consequently the quality of furniture deteriorated. But the new conditions encourage, and, in fact, compel better practices. The keen competition forces the production of good values; forces attention to correctness of design and to good construction and finish. I don't believe there was ever any furniture market anywhere that offered better values for the money than this market does."

Discussing the prospects for business following the market, Mr. Decker expressed the opinion that the road business would be "splendid," provided conditions beyond the control of the furniture industry, such as the railroad and coal strikes, should not be so prolonged as to seriously disrupt the business of the country. Mr. Decker further said that he anticipated two years of good business in the furniture industry.

Business Spotted but Good

Business was spotted on the Grand Rapids market, as is always true of any market that is not influenced by some extraordinary state of affairs like that which affected the markets of 1919-1920. Some who have had occasion to write concerning the results of the market have painted a gloomy picture of its slowness and lack of incident. But it would appear that those who have so written were still suffering from the delirium of boom times and refused to be consoled by anything short of the inordinate and extravagant buying of that period. In other words, those who had become habituated to strong draughts of boom time business failed to get a "kick" out of the easy going business of the present market. They seemed unable or unwilling to recover their sense of proportion.

As a matter of fact, the exhibitor was rare who did not do, on this mid-summer market at Grand Rapids, at least a fair business. And there were numerous cases in which all records were surpassed for volume of business booked. There is good reason to believe, too, that nearly all the business booked was bonafide, for there was no reason for the wholesale duplication of orders and over-buying that prevailed on the 1919 and 1920 markets. Few cancellations will follow this market, as it was altogether a healthy one.

Speaking generally the medium and low priced lines had the

call in Grand Rapids as they did in Chicago. Almost without exception those who reported an extraordinary and record volume of business were manufacturers of medium priced or cheap lines. The buyers wanted "quick turn over" goods, and were loath to buy the high grade, relatively high priced furniture. What they demanded was something to meet the present economical mood of the public and they seemed much more concerned with price than with the quality of the goods. However, they were not as easily pleased as to quality as in the boom time markets. They demanded their "money's worth," and there were many lines prepared to give it to them. The manufacturers in general had anticipated this situation and were showing lines on which prices were figured as low as cost of production could possibly permit; and, as Mr. Decker said, the values were big for the money.

Prices Steady Throughout Market

This was responsible for one of the characteristic features of this market, which was the almost total absence of any price cutting or price cutting rumors. The manufacturers placed their lines in their show spaces at prices as low as they dared to figure them and, as a consequence, prices remained steady throughout the market. The only exception discovered was in the case of some lines showing gate leg tables. A small price war took place in gate leg tables. But the tendency of furniture prices is now upward and changes will be made in that direction. This situation is expected to stimulate fall buying.

One of the surprises of the market was the unusually big business done in upholstered furniture. The volume of business in this kind of furniture was relatively much greater than that in case goods. Most of the manufacturers of upholstered furniture wore the "smile that won't come off."

Virtually all of the makers of popular priced lines in both case goods (bedroom and dining room) and parlor furniture, booked business which will keep their factories humming for from three to four months in advance and there seems little doubt that the road business will be such as to carry these plants safely on about a normal schedule to the next buying period. In fact, the furniture industry has about reached normalcy. There is a possibility, however, that business may grow in the fall to abnormal proportions. The vice-president and sales manager of one of the largest case goods manufacturing organizations in Grand Rapids, or the world predicted that by October the trade will be crying for furniture and that by December they will be crying for furniture and not be able to get it.

Many of the manufacturers exhibiting in Grand Rapids, both local and out of town, believe the buyers may suffer for their caution in buying on this market. They are inclined to think that the buyers underestimated the demand for furniture that is likely to develop in the fall as a result of the increased buying power of the public as well as the need for furnishing the vast number of new homes, both apartments and individual residences, that are being finished this summer.

It was the consideration chiefly of these factors that led to the virtually unanimous expectation of a flourishing road business this fall. No one seemed to doubt that when the salesmen make their rounds during August, September and October they are going to pack their books with orders.

The lines of bedroom, living room and dining room furniture

exhibited at Grand Rapids revealed the continual improvement that is taking place in American furniture. The cheaper lines did not attempt to follow very closely the characteristics of the designs of the old master designers nor the styles of the various periods, but the designs nevertheless showed in the main good craftsmanship and good taste. There was also evidenced everywhere improvement in construction—better made drawers and doors, better proportioned details. The public now demands good designs and substantial construction, and they are getting it. The designers are showing more originality and more freedom of expression than ever before. They are no longer required to slavishly copy the old masters nor the period styles, but may go far in original designing, provided they are able to create genuine beauty. The president of one of the big Grand Rapids case goods companies remarked that the public is not so much concerned in period styles and other established designs in furniture as in beautiful and good furniture. Thus the designers are no longer in bondage to the past.

The cheap and medium priced lines in dining room furniture were still dominated by Italian Renaissance and Queen Anne styles, but some of the early English periods and Spanish styles were exhibited. In the high grade lines the periods and designs were more diversified, and this was true of bedroom as well as dining room furniture. One saw in these lines Chippendale, Sheraton, Heppelwhite, Duncan Phyfe, Queen Anne, various "Louies," and, in fact, the widest diversity of periods and designs. The English designs dominated the field in the high grade bedroom lines. There was evidence of a strong movement toward Colonial styles, and it is believed that these are coming into wide popularity within the next year or so.

Walnut Holds Its Popularity

The popularity of walnut showed no abatement at the Grand Rapids market, though the dominance of this wood was not as overwhelming as in the lines shown in Chicago. The demand for walnut was to mahogany about as 75 per cent is to 25 per cent. The continued popularity of the Italian Renaissance dining room furniture contributes enormously to the extraordinary call for walnut. But bedroom furniture is also largely walnut. In the higher grade lines of the bedroom furniture, however, a great deal of decorated stuff was shown, and in at least one big line this decorated furniture sold second only to walnut.

One going through the various exhibits frequently saw bedroom or dining room suites made all of walnut or mahogany, but in the medium and lower priced lines, in which the heavy business was done, the walnut or mahogany used was restricted largely to the flat surfaces, tops, doors, head boards, foot boards, etc., while gum or birch was used for the posts and other parts. Aside from the so-called decorated furniture, the most extensively used decorative expedient found on the furniture shown was figured veneer. Beautiful matched panels predominated; burl medallions and such ornamentations were much in evidence. In short, the grain of the wood is the main decorative expedient in furniture today. This is a time, as the furniture at Grand Rapids shows, of finishes—finishes that will reveal the beauty of the wood to best advantage. The maker of furniture exerts his utmost ingenuity to give his product finishes that will appeal. All this evidences an increased appreciation by the public of the beauty and value of the wood out of which the furniture is made. The "dusty" finish seems to have had a short lived reign and there was little of it in evidence in Grand Rapids. Also, there was very little polychrome to be found. The makers of furniture are depending largely on the "standard" finishes and various "flat" finishes in brown shades, all of which do and must show the grain of the wood. Some surprisingly beautiful results are attained with figured walnut and other veneers. The two-tone effects are much used as are also three-tone effects. Inlay is enjoying an increase in popularity and not a little of this was seen, particularly, of course, in the Sheraton designs. Ebony and other precious woods are used in this inlay work.

One of the interesting exhibits was a line of breakfast room sets made entirely of gum and finished and offered as such. The same company which offered this gum furniture also showed a full line of oak dining room sets in early English and Italian styles.

Another unusual feature was a dining room set made up in pecan. This was very good looking.

One of the big Grand Rapids companies is making some maple furniture, and finishing it most attractively in brown shades, getting away from the glaring, corn-colored finish that is popularly associated with maple furniture.

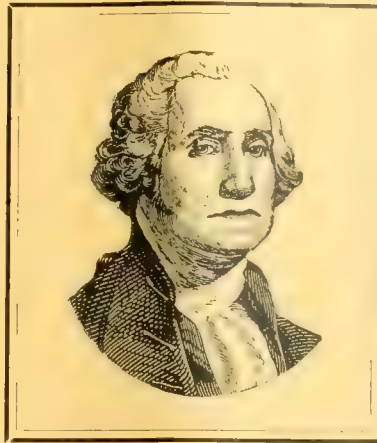
Attendance Sets New Record

In point of number of buyers present the market just closed surpassed all previous records. The buyers totaled over 2,500 and C. B. Hamilton, secretary of the Grand Rapids Furniture Market Association, pointed out that these were all real buyers, and not largely sightseers or clerks from various stores trying to familiarize themselves with the trend of styles.

Over 550 firms exhibited on the market, of which some fifty were local. As before stated, the general quality of the lines shown was better than ever before. A Grand Rapids manufacturer, discussing the lines of out-of-town manufacturers, such as those from Rockford and the North Carolina and Indiana furniture centers, was pleased to comment on the increasing high grade of the furniture shown by these people. Some of these manufacturers are producing furniture that compares favorably with some of the best made in Grand Rapids, which shows how well the Grand Rapids standards have taken root all over the country.

It seems opportune to say here that the American people owe much to Grand Rapids for setting up ideals which have evangelized and uplifted furniture manufacturing throughout the country. Grand Rapids has been so successful with its correctly designed, artistic, substantially constructed furniture that manufacturers all over America have been encouraged to produce better furniture. The Grand Rapids market has always had a wonderful educational value, over and above the purely commercial returns of the market. In speaking of the market to the writer, Mr. Hamilton called attention to this. The principle is established now, he said, that furniture for American homes must serve not only the common and primitive end of utility but must also minister to the aesthetic tastes of the people. It is significant of the vitality of the Grand Rapids ideals that the change from the conditions wherein the individual cabinetmaker constructed a piece of furniture in nearly all its parts to the present day methods of quantity production, has raised the quality of design and construction rather than lowered it. A visit to the Grand Rapids furniture market is a most pleasurable experience to one who can find joy in the sight of brains and genuine artistic feeling wedded to the cabinetmakers' trade. One is impressed with the fact that the average American is being given a chance not only to acquire useful, but also beautiful and refined furnishings for his home. These are noble ends to serve, and certainly Grand Rapids serves them nobly.

The favorite contention of demagogic advocates of forest conservation that the lumber people have been wantonly slaughtering the noble denizens of our forests appears most ridiculous when considered with the achievements of the makers of furniture who exhibit on the Grand Rapids market. It is true "that only God can make a tree," but it implies no irreverence to consider that the most splendid tree that God ever made would not be wantonly slaughtered if it were cut down and made into such furniture as may be found in Grand Rapids. When the soul and skill of a craftsman, who is not only a cabinetmaker, but an artist devoted to his art, has wrought with that tree, and it has been set in the midst of a home to give that home comfort and beauty, it has achieved a destiny much more worthy than that which it might have found by standing forever untouched in the forest.



**"First in War, First in Peace
And First in the Hearts of His Countrymen"**

GEORGE WASHINGTON was rather particular in whatever concerned his personal use and convenience. He despised shoddy. Whatever he did have was the best, and nothing but the best. His famous writing cabinet, like that of Napoleon, Jefferson, Webster, John Hancock and the noted worthies of the past—was built of plywood-veneer. And more than that: his desk still stands as staunch, as true and as "four-square" as in the old days of the Revolution.

All plywood in our plant, after taken from hydraulic press, is placed in a large room equipped with vacuum fans, and the process of drying is begun. After 24 to 48 hours, stock is taken from presses, put on sticks of uniform width and thickness, each

stick placed one directly above another, the entire package is put in an improved vacuum kiln, under heavy pressure to hold the stock flat and straight while drying and then dried to a moisture content not exceeding 5%.

Recent research has proven that the best and finest furniture construction of the Master Craftsmen of every period has been built on the plywood and veneer principle. And it is so today.

Here at New Albany is the largest and best equipped plywood-veneering plant in the world: our plant.

NEW ALBANY VENEERING CO.

New Albany,



Indiana

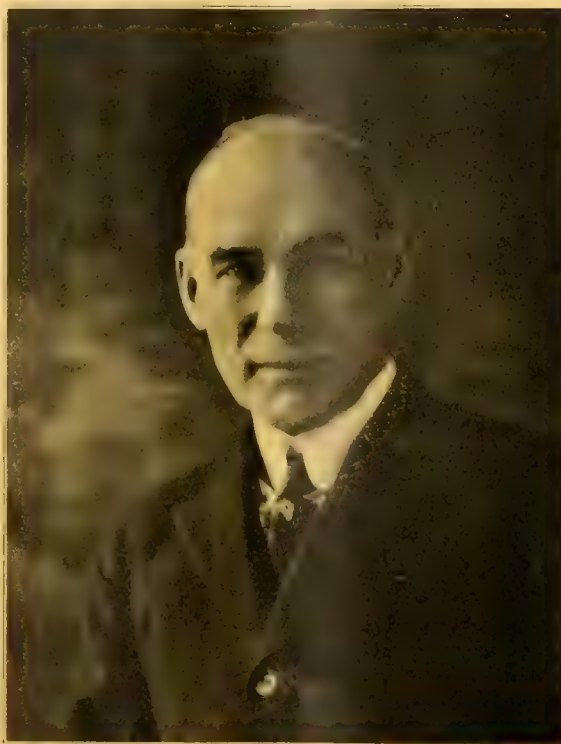
Means Guaranteed Quality
On the Back of Your
Veneered Tops and Panels

Who's Who in Woodworking

CHAS. R. SLIGH

President

Sligh Furniture Company
Grand Rapids, Mich.



IT IS A MATTER for speculation whether it was because, or in spite of, the fact that he had to begin to make his own living at fifteen that Chas. R. Sligh is today president of the Sligh Furniture Company of Grand Rapids, Mich., which has a paid in capital of \$2,000,000 and a large surplus, which employs over one thousand men, which shipped in 1920 over \$4,500,000 worth of furniture, and which produces annually medium priced bedroom furniture of a greater aggregate value than does any other furniture factory in the world.

During the third year of the Civil War, Mr. Sligh's father, who was in command of a battalion of Michigan troops, was wounded and in November, 1863, he died of these wounds.

Thus the boy was fatherless and at fifteen he was compelled to go to work. He learned a trade, earning \$3.50, \$4.00 and \$4.50 a week for fifty-nine hours' work. After the first year the boy had the "privilege" of working overtime two hours each evening, five days a week, receiving piece work wages for this overtime toil. By this means he earned his living, and made his income sufficient, in spite of its smallness, because he was Scotch.

(Continued on page 44)

General view of the C. L. Willey Company's Plant in Chicago, showing frontage on the Chicago River. Our facilities for receiving and shipping, both by rail and water, play an important part in the service we render our customers.



Selected logs are arriving at our plant almost daily, sent in from the markets of the world. Our organization is world wide—our outlet practically unlimited. Willey Veneers are found wherever fine work is appreciated.

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*



GIVING you exactly what you want, when you want it, insures satisfaction to you and ultimate profit to us.

That is why we maintain a stock and equipment so large and an organization so wide in its operations that you will always find here just what you want, in any kind of Veneer or Hardwood Lumber, backed by a service that has *your* interests at heart. No other kind of service could have built the largest Veneer Plant in the world—no less in service and supply can keep it going and growing, as it is.

Keep us posted on your needs—immediate or prospective—and we will keep you supplied with samples, of the general character required. You will thus avoid shortages, hurry-up orders, and possible delays.

C. L. Willey Company

2558 South Robey Street
CHICAGO

W. T. MOORE
Sales Representative for Michigan
110 Pearl St., Grand Rapids, Mich

W. B. VAN
Eastern Sales Representative
Everett Hotel, Jamestown, N. Y.



Pickrel Walnut Veneers

Are Judged the Highest Standard of Wood Products

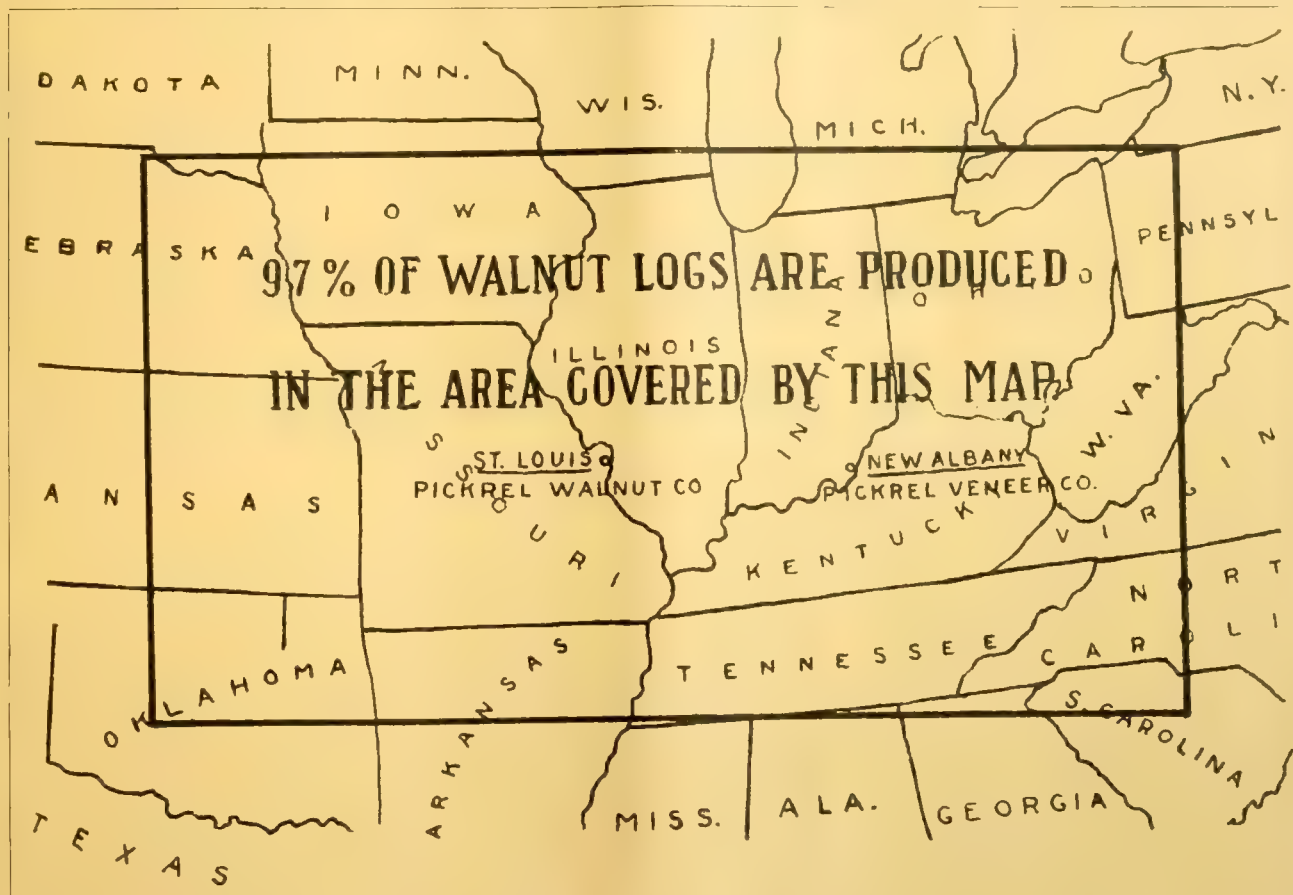
The supremacy of Walnut is acknowledged without a dissenting voice. Its acceptance by the American public is so impressive as to have stamped it without doubt the most satisfying, the most versatile and the most beautiful of cabinet woods. Walnut Veneers present the product of the walnut tree in its most refined aspect and with the wonderful resources for log selection, the carefully planned details of production and the truly conscientious spirit which characterizes the walnut veneer offered by the PICKREL VENEER COMPANY, that product can truly be accepted as the ultimate refinement of the walnut producing art.

PICKREL WALNUT VENEERS are judged best because, first of the wonderful log selection, and secondly, of the wonderfully organized perfection of manufacture. A constant reserve of six to seven million feet of selected veneers is always on hand for the selection of discriminating buyers and our product is offered to the consuming trades through thoroughly experienced and constant and conscientious individual representation—a personal touch which will prove invaluable to those inquirers for our product who are interested in a low cost in working and a more finely finished article.

PICKREL VENEER COMPANY
NEW ALBANY, INDIANA



COLLECTION OF LOGS is the keynote of the Walnut Industry



HIGH FREIGHT RATES prohibit excessive hauls for walnut logs. But to produce a desirable selection and quality of lumber and veneers, a wide range of log supply is imperative. This map gives striking proof that through the strategic location of the Pickrel plants, buyers of Pickrel Walnut Lumber and Veneers are insured the pick of practically 100 per cent of the walnut region. Our product is offered on the market in line with lowest competitive prices.

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

Specialists in DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICHIGAN

Rotary Cut NORTHERN VENEERS

Members of
Maple Flooring
Mfrs. Assn.

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers. We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring.

GET OUR PRICES

The Northwestern Cooperage & Lumber Company
CHICAGO OFFICES:
812 Monadnock Block
Gladstone, Michigan

Stork Express Brings New Lumberman to New Orleans

The ranks of lumbermen in the far south have just received a splendid new recruit from the Guirl family. The new lumberman was born to Mr. and Mrs. G. W. Guirl at New Orleans on July 17. Mr. Guirl is manager of the International Mahogany & Trading Corporation and well known throughout the hardwood lumber and veneer industries.

New Indiana Furniture Making Company

Plans have been completed for the operation of a new furniture manufacturing plant at Shelbyville, Ind. Articles of incorporation will be filed for the concern under the name of the Reece-Handley Company, with Ernest C. Reece and C. M. Handley, both of Shelbyville as the controlling stockholders. The company will be capitalized at \$20,000. The new factory will be completed by October and will have a floor space of 20,000 square feet. Mr. Handley will be general manager. He is well known in the furniture trade of Indiana, having been connected with Shelbyville factories for a number of years.

Shelbyville Furniture Sold Well at "Rapids"

Shelbyville furniture manufacturers and salesmen, who have been in Chicago and Grand Rapids most of the last thirty days attending furniture shows, are returning well satisfied with the business done at the summer exposition. All the manufacturers both there and locally report they received many orders during the shows and are in a position to operate until the next show. Several of the manufacturers refused to take orders that would have taken several months to get out because of the condition of the market, they said.

Globe-Wernicke Salesmen Hold Meeting

Fifty salesmen representing the ten branches of the Globe-Wernicke Company, manufacturers of office furniture, held a three-day sales meeting at the company's plant in Cincinnati on July 12, 13 and 14. Talks on varnish, lumber, paper and steel given by specialists outside of the company were the features of the convention. The meeting concluded with a dinner at the Zoological Garden.

England Needs Oak Veneers and Plywood

The London journal "Timber," in its plywood section of the July 1 issue made the following interesting comment on the need in Great Britain of oak veneers and plywood:

"Whilst on the subject of veneers, we can still comment on the shortage of figured oak veneers and figured oak plywood, for we understand that the trade is in a position to soak up many times the quantities that are at present arriving. Only a very few bundles of figured oak plywood have been landed for some months, and these have been very quickly absorbed, and the trade have been perfectly content to pay what we consider high prices. Again the question of supply and demand predominates, and this question is becoming more and more apparent every day, especially on such articles as figured oak. What a harvest could be reaped by any supplier who could place on the market to-day a good supply of well-manufactured figured oak plywood. The same thing applies to ash. Although there are a fair number of bundles to be obtained, there is still a shortage of "really good stuff," and with the demand remaining strong, the prices are, and will be for some time, kept at their present level, even if they do not increase. We feel that good ash plywood will be called for by the users to a great degree in the very near future. Quite considerable quantities are required by furniture manufacturers, and there are certainly by no means any large parcels remaining in first hands. Forward shipments of this article should therefore realize good figures."

MENE, MENE TEKEL UPHARSIM

(You are weighed in the balance and found wanting)
THE HANDWRITING ON THE WALL

The wheel of progress turns steadily —
The oxcart, the horse, the auto, the aeroplane
mark successive steps in the advance
of civilization toward its goal.
Now the hot-pot and the flour-pastes —
non-waterproof and susceptible to heat
give way to

Casco
Waterproof Glue
Immensely strong
Mixed in cold water
Uniform - Economical
Heat resistant

Write for "CASCO"
Red Book, a manual
on Veneers, Panel-
Making and Glue.

Samples of
"CASCO"
on request

THE CASEIN MANUFACTURING CO.

Largest and Longest Established Manufacturers
of Casein Products in America

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities



WALNUT EXHIBIT IN THE SMITHSONIAN INSTITUTE

One of the finest exhibits in the section of wood technology of the U. S. National Museum in the Smithsonian Institution at Washington, D. C., is the display of walnut lumber and veneers. The series of photographs along the top of the display illustrates the various processes of manufacture of walnut lumber and veneers from the log to the finished product, including the making of both rotary and sliced veneers. The set of eight panels enclosed in a walnut frame just below these photographs shows the typical figures found in walnut lumber and veneers. In the lower left hand corner may be seen the core of a walnut log, showing rotary veneer in process of manufacture. In the lower center there is a beautiful matched panel of burl walnut, on each side of which are two sheets of raw burl walnut veneer. In the lower right hand corner there is a walnut stump, and in the upper left hand corner a panel of walnut stump veneer. On the floor of this exhibit there are three types of walnut mosaic flooring. Other objects visible are a steering wheel, having both rim and spokes of walnut, and walnut gun stocks of various kinds, including the regulation U. S. Army rifle. Another part of the exhibit, which does not show in this photograph, illustrates various stages in the manufacture of aeroplane propellers from walnut lumber.

HOW DO YOU DRY YOUR VENEER?

If you
haven't a

COE ROLLER VENEER DRYER

we venture the assertion that many times you have wished you did have one. There is no time like the present to gratify that wish and thus place your plant on a much more efficient basis and give an added quality to your product. If you are not familiar with the performance of this wonderful machine, write us for a list of users and investigate and you will be surprised to find what a handicap you have in being without one.

ALSO SEE THE NEW TWENTIETH CENTURY COE VENEER LATHE

In a short time now we will send you a new Clipper bulletin, in which you will find described our style L Clipper *with the automatic stop*

THE COE MANUFACTURING COMPANY, PAINESVILLE, OHIO, U. S. A.

(Continued from page 38)

After his experience as a laborer, Mr. Sligh clerked for several years in a hardware store in his native city, Grand Rapids. Then he went on the road as a salesman for Berkey & Gay. This experience he considers the most valuable in his career, for it gave him the knowledge and confidence to go in business for himself. In 1880, with the aid of several friends, he organized the Sligh Furniture Company, with a total paid in capital of \$18,500, of which he contributed \$4,000. The building of the factory started in January, 1880, and operations commenced in June. That year \$25,000 worth of goods was shipped, with a profit of \$4,500. This enabled the company to secure \$11,000 additional capital, making a total investment of \$29,500, which is all the money ever invested in the business. What they have taken out and what they have now represents profits from this original investment.

The company now owns nearly five acres of land in the heart of Grand Rapids and the factory has fourteen acres of floor space and uses nearly 10,000,000 feet of lumber each year in the manufacture of its product, which is exclusively medium priced bedroom furniture. The slogan of the Sligh Furniture Company has always been "Quality," and this year it has produced at a rate which promises to make 1922 the biggest year of its history in pieces produced and sold.

When he left school to assume a man's burdens, Mr. Sligh was in the ninth grade, but he has always striven to overcome this early deficiency in education. After working hard all day he studied at night, often rising at four and five a. m. for more study. He was assisted in his efforts at self-education by an old school friend, who had graduated from the University of Michigan. He has continued to study until this day.

Mr. Sligh has not only achieved outstanding success in his private business, but has been prominent in the public affairs of his native city and state. In 1883 he was elected to the Board of Education of Grand Rapids and served a two-year term, refusing to stand for re-election because of the demands of his growing business. He was a student of finance who subscribed to the doctrine of bimetallism and in 1895 was active with many prominent Republicans of his state in organizing the Silver Republican Party of Michigan. He was elected chairman of the State Central Committee of this organization. In 1896 he was nominated for governor of Michigan by the fusionists against his friend, Governor Pingree. He was defeated for election, but polled the largest vote ever given an opposition candidate in Michigan.

He was appointed by Governor Chase Osborn to the commission which drafted the Workmen's Compensation Law of Michigan. The citizens of Grand Rapids elected him to the commission which drafted the Commission-Manager Charter, under which the affairs of the city are now administered.

During the years 1884 and 1885 he was president of the Grand Rapids Furniture Association and from 1888 to 1892 was president of the National Furniture Manufacturers' Association.

A Dependable Source For Your Requirements

About One Million Feet of

PLYWOOD

3/16" to 1/2" in Thickness

AND

Over One and One-half
Million Feet of

VENEER

in Stock. We make Panels
to Your Sizes in Car or
L. C. L. Lots.

QUALITY & SERVICE

Write or Wire for Price List

Geo. L. Waetjen & Co.

717-723 Park Street

MILWAUKEE

WISCONSIN



Hoffman Brothers Company

ESTABLISHED 1867

INCORPORATED 1904

VENEERS

HARDWOOD LUMBER

800 W. Main St., FORT WAYNE, IND.

Plants: Fort Wayne, Ind. Kendallville, Ind. Burnside, Ky.

When a young man he was superintendent of Grace Church Sunday School, of Grand Rapids, and is now and has for many years been a vestryman of that church. He has long been a friend of the Boy Scout movement and for years and until recently was president of the Grand Rapids branch of the organization.

He was one of the builders of the Pantlind hotel of his city and is vice-president of that company. He was also one of the promoters of the Empress Theater in Grand Rapids and is a director in the company which owns that playhouse. He is a director of the Grand Rapids National Bank and Grand Rapids Trust Company, and has for many years been a director of the Grand Rapids Furniture Association.

In the 80's Mr. Sligh made a trip to Central America with his friend, James D. Lacey, and following this engaged for several years in the importation of mahogany as an adjunct to his furniture business.

In 1906 he associated with the late M. J. Clark of Grand Rapids in the purchase of timber on the Pacific Coast, organizing the Clark-Sligh Timber Company of which he is president. This company owns some 200,000,000 feet of fir in Washington state.

In 1909, in company with Mr. Clark, he bought an irrigation system and several thousand acres of land in Arizona in the cotton district of that state. These holdings have become very valuable.

Later Mr. Sligh organized the Santiam Land & Timber Company of Oregon, of which he is president. This company still owns about 700,000,000 feet of fir in Linn county, Oregon.

Early in the late World War, Mr. Sligh became an ardent proponent of preparedness. In September, 1915, he attended the Plattsburg Camp, although he had passed forty-five years of age. In January, 1916, he organized the Business Men's Battalion of Grand Rapids, which included four hundred of the prominent business and professional men of the city. They drilled each week and received instructions from officers of the U. S. Army. When this country went into the war in April, 1917, 90 per cent of these men entered the service, or engaged in war work. Mr. Sligh was rejected for active service because he had passed forty-five. But he was invited by Howard E. Coffin to take charge of the lumber section of the Aircraft Department. He organized this section in June and July of 1917. He was commissioned major and served with headquarters in Washington until the spring of 1918, when he resigned.

This unusual zeal for patriotic service is characteristic of Mr. Sligh. It has always been his belief that every citizen should give his time, money and best thoughts to the welfare of his community and his state and nation. He is an active member of his local association of commerce and was its vice-president for several years. For ten years he was chairman of his city's River Improvement Committee and is an untiring worker for the deep water connection of Grand Rapids with the Great Lakes. He holds that Grand Rapids occupies a position relative to Lake Michigan that Glasgow, Scotland, does to the Irish Seas and should be connected. He is also a booster for the Great Lakes-St. Lawrence Waterway and was a delegate recently from Grand Rapids to conventions on this subject in Detroit and Washington.

The keynote of Mr. Sligh's philosophy of life is WORK, in capital letters; but not for what a man may accumulate and hoard. He believes in work, and plenty of it, for the opportunity success gives for serving society. "As a man accumulates, so are his responsibilities," declares Mr. Sligh. "The joy of giving and being able to give is one of life's compensations. He lives most who gives most."

The New Albany Veneering Company, at New Albany, Ind., has issued \$15,000 preferred stock.

The C. F. Schmoe Furniture Company at Shelbyville, Ind., has doubled its capital stock from \$25,000 to \$50,000.



Make Your Product Sell Faster

Your product is the combination of your skill of designing and production, with the lumber from which it is made.

The finer grain and more beautiful marking of walnut grown in Iowa is generally conceded. The care we take in handling this extra fine timber brings out all its hidden beauty.

The quality of Iowa Walnut—lumber and veneers—gives an added touch of distinction that helps make the customer pick your goods instead of your competitors.



Write or wire us your needs in walnut lumber and veneers. Let us show you what we can do

Des Moines Sawmill Co.

1021 Murphy Street, Des Moines, Iowa

Furniture Council Proposes Changes in Hardwood Grading Rules

The request of the National Council of Furniture Associations that the National Hardwood Lumber Association abandon its efforts to formulate and establish a Hardwood Sales Code, and devote its energies exclusively to co-operate with the "ultimate purchasers of lumber" to see that the National Hardwood grading rules "are developed to as near perfection as it is possible," has been followed by the suggestion of specific changes which the National Council of Furniture Associations desires made in the grading rules.

In a bulletin to its members, which repeats the original statement to the Sales Code Conference asking that the code efforts be abandoned, the Council announces that arrangements are being made for a conference between the Council's Committee on Lumber and the Grading Rules Committee of the National Hardwood Association, to consider the proposed changes. The changes which the Council proposes are as follows:

Eliminate—Grade "Selects."

Eliminate—Grade Quartered Red Gum—Sap no defect" and substitute for same—grade Quartered Sap Gum.

Eliminate—The "4 per cent" clause.

Insert—Season checks should be considered serious defects.

Change—No. 1 Common to read "'4' and over wide."

Change—Rules to read "All lumber should be graded from the poor side of the board."

The committee which presented these proposals to the National comprises W. A. Thomas, chairman; O. E. Landstrom, Geo. B. Wilson and Joseph F. Johnson.

It will be recalled by those who have interested themselves in the progress of the sales code movement that when it came time for the National Council of Furniture Associations to vote on the code completed at the Sales Code Conference in Chicago at the Drake Hotel on July 21, Wm. B. Baker of Chicago, as spokesman for the Council's delegation, arose and read a long formal statement urging the complete scrapping of the code plan. The essence of that statement, which has already been given wide publicity by the trade press, follows:

We, the Committee, representing the Furniture Industry, are here today to suggest that the National Hardwood Lumber Association desist in its attempt to establish the Proposed Sales Code and that it concentrate its efforts upon a recognition by all purchasers of hardwood lumber of the National Grading Rules. What the buyer wants today is a standard set of grading rules, to know what to order in the way of lumber for his particular requirements, and have a measure of value whereby he can secure what he orders and an inspection service based on these rules which will be a proper check against any infringement of the grading rules.

It is the suggestion of this Committee that every effort be made by the manufacturers of lumber and the ultimate purchasers of lumber to see that these grading rules are developed to as near perfection as it is possible.

Further we recommend that the National Hardwood Lumber Association conduct an inspection service so that a buyer of lumber may secure that service in the event that the lumber being inspected has been purchased from a lumber manufacturer or wholesaler who is not a member of the National Hardwood Lumber Association.

The immediate need is for a universal recognition of the National Grading Rules and to gain the support of the majority of manufacturers and users of lumber, a broader application of the inspection service must be made available in order to gain the recognition essential.

We desire to have the Committee on Grading Rules of the National Hardwood Lumber Association take a new view of the situation and be more amenable to the needs of the industries who are consumers of lumber, through the rules inspection.

We, as a Committee, are here for a constructive purpose and believe that if we can all unite to gain proper recognition of the National Rules of Inspection, that this meeting will not have been in vain.

The roll call was then taken, which resulted in the adoption of the

code, which the National Hardwood Lumber Association is committed to support as its own. The National council committee voted "No."

The bulletin which the Council has sent to its members has the following to say in furtherance of this negative vote:

"The following day the National Hardwood Lumber Association in its annual session adopted the sales code as submitted from the conference on the preceding day. Therefore, the lumber interests connected with the National Hardwood Lumber Association will endeavor to have the buyer of lumber agree to the provisions of the Sales Code.

"The purpose of this circular is to state the facts to *you as a buyer* (italics in circular) of lumber and to indicate that the National Council of Furniture Associations believes that the Code is unnecessary."

Then follows the announcement of the arrangements made by the Council with the National to consider the proposed changes in the grading rules.

Attorney Hawke Suspended from Law Practice

George S. Hawke, attorney and "dry leader," with offices in the First National Bank building, Cincinnati, has been suspended from the practice of law in the State of Ohio, in a decision handed down recently by Judges Edward T. Dixon, Stanley Struble and Fred L. Hoffman of the Hamilton County Common Pleas Court.

Attorney Hawke, it will be remembered, announced last year his intention of launching a campaign against furniture manufacturers and retailers throughout, who he said, misrepresent their merchandise. This campaign was to have been conducted under the auspices of the "National Furniture Association" of which Mr. Hawke is acting secretary and one of the incorporators.

The suspension of Attorney Hawke, by Judges Dixon, Struble and Hoffman is the result of disbarment charges filed against him by a committee representing the Cincinnati Bar Association and appointed by Judge Thomas H. Darby of the Hamilton County Common Pleas Court. But the written decision handed down does not contain the word "disbarment" and opens the way for Hawke to be reinstated. It reads:

"The judgment of the court is that George S. Hawke be suspended from office as an attorney-at-law in all the courts of the State of Ohio until such time as he presents to the satisfaction of this court that he has awakened to a full realization of the gravity of the conduct of which he had been guilty as a member of the bar and there have gone on in his professional character such reforming and regenerating processes as are calculated to restore the confidence reposed in him when he was originally admitted to practice law in Ohio."

In suspending Hawke the judges said that the evidence clearly, conclusively and convincingly shows unprofessional conduct involving moral turpitude in that in violation of his oath as an officer of this court he has deliberately and knowingly and repeatedly, by false swearing evaded a valid ordinance of the City of Cincinnati and in connection therewith had enabled alien residents of Cincinnati to engage in business in violation of the laws of the city.

The charges which resulted in Hawke's suspension were filed against him by three attorneys appointed as a committee by Common Pleas Court Judge Darby, who ordered the investigation as a result of Hawke's own statements that licenses were obtained through the Lincoln Poolroom Company for the operation of poolrooms by aliens. During the hearing of the disbarment proceedings which began July 10, it was shown Hawke has

LONG-KNIGHT LUMBER COMPANY

INDIANAPOLIS, INDIANA

WALNUT HARDWOODS

VENEERS

Mahogany, American Walnut, Quartered White Oak

MANUFACTURERS & WHOLESALE

as part of his clientele a number of Greek poolroom owners. When an ordinance was passed February 26, 1918, which prohibited the operation of poolrooms by aliens, Hawke brought suit on behalf of an alien poolroom proprietor to test the validity of the ordinance. It was sustained in both the lower and Ohio Supreme Court. Defense testimony then revealed that Hawke wrote to Mayor George Carrel, then City Auditor, inquiring if the effect of the ordinance could be avoided by the organization of a company, in which aliens would be stockholders and through which licenses would be issued to them to operate poolrooms. Auditor Carrel referred the matter to the city solicitor who refused to render an opinion as to the validity of the proposal.

An immediate appeal of the decision of the three judges will be made in the Court of Appeals, Attorney Eli Frankenstein, representing Hawke, announced. However, the judges who heard the case declared in fixing the appeal bond at \$100 that the suspension of Hawke would take effect as soon as the proper entry had been placed on the court records even though the case is taken to the Court of Appeals.

It was impossible to obtain a statement from Hawke regarding his disbarment as he is taking a month's vacation in the woods in Michigan.

Son of C. B. Allen to Manage Big Vets Hospital

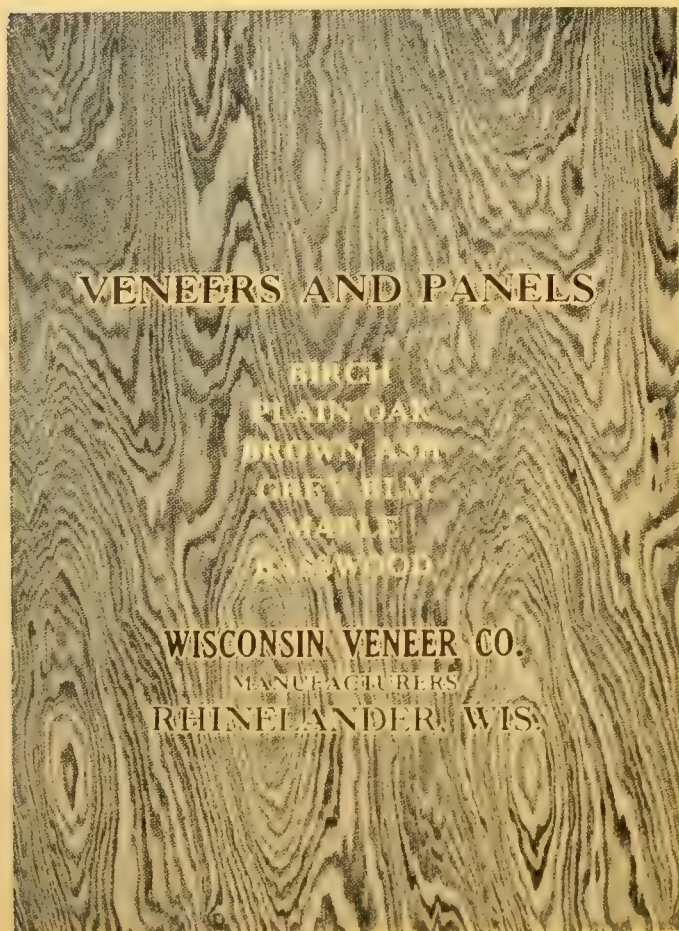
Dr. Chester D. Allen, son of C. B. Allen, president of the Allen-Eaton Panel Company, arrived in Memphis from Honolulu July 19 to assume his duties as director of the veterans' hospital there, recently acquired by the government from the trustees of the Memphis Methodist Hospital. Although he has borne the title of "major" for several years, he has abandoned this, together with the uniform and other insignia of the U. S. medical service. He is plain "Dr. Allen" and in that capacity he declares that he will do everything he can for the health and comfort of the men who offered

their lives as a supreme sacrifice in the late war. As soon as Dr. Allen selects his staff of assistants the hospital will be thrown open to service men. He is only 30 years of age and is one of the youngest men ever to hold the directorship of an institution of such importance. Dr. Allen has been engaged in the medical service for some months in the Philippines. For two years prior to that time he was in charge of an evacuation hospital at Vladivostok. He was connected with the base hospital service throughout the war with Germany.

Kosse, Shoe and Schleyer Company Reorganized

The Kosse, Shoe and Schleyer Company, manufacturers of walnut lumber and veneer, was reorganized at a meeting of the stockholders held at the company's plant in St. Bernard near Cincinnati, O., recently. Mrs. Max Kosse, was elected president, to succeed her husband the late Max Kosse, who died on June 25, following an operation. Perry V. Shoe was elected vice-president, and as Mrs. Kosse will take no active part in the company affairs, Mr. Shoe will be the directing head and Chairman of the Board of Directors. Albert Heidt was elevated to treasurer, taking the place of W. H. Schleyer, who recently resigned. Alexander Schmidt was elected secretary and for the time being he will look after the affairs of that office in addition to his duties as sales manager which position he has held down for the past ten years. W. R. Barriger was named assistant secretary and head bookkeeper. The Board of Directors consists now of Mrs. Kosse, Mr. Shoe, Albert Heidt, Alex. Schmidt, F. G. Slacke, W. R. Barriger and George H. Sand. No change was made in the company's business policy.

The estate of Albert Boerchler, for many years president of the Specialty Furniture Company at Evansville, Ind., is valued at \$66,000, according to letters of administration filed a few days ago in the probate court at Evansville.



May Move Furniture Exhibits to Chicago

Indianapolis furniture manufacturers have a plan under consideration to change the usual exhibit of their products to the furniture mart at Chicago, and drop the present custom of exhibiting at Grand Rapids furniture shows in January, June and July of each year, according to Charles Albrecht, local furniture manufacturer and secretary of the Indianapolis Furniture Manufacturers' Association. He returned late last week from the Grand Rapids show. Manufacturers of furniture throughout Indiana are considering the Indianapolis movement and may join with the local manufacturers, he said.

Indiana manufacturers, he said, have merely been building up the prestige of the Grand Rapids factories by exhibiting at the shows there. He said Indianapolis manufacturers at Grand Rapids during the last show booked more orders for fall delivery than at any previous market since the war. Retailers are buying better furniture as a result of the national better homes movement, he declared. The new orders indicate most of the local plants will work to capacity during the next few months.

Indiana Veneer and Furniture Factories Increase Operating Time

The veneer factories of Evansville and those at Tell City, Ind., Jasper, Ind., and other towns in southern Indiana are being operated on fairly good time now and the manufacturers are expecting to see trade pick up some with the improvement of the furniture business. Manufacturers say that, taken as a whole, this has been a better year than last and that they expect some improvement in business during the remainder of the year.

Definite plans for the semi-annual furniture and stove markets to be held at Evansville, Ind., September 11 to 16, were discussed at a meeting of the advertising and entertainment committees of the Evansville Furniture Manufacturers' Association held a few days ago. G. E. Riechmann, manager of the Evansville Furniture Company, is the chairman of the executive committee, while Charles M. Frisse, secretary of the Globe-Bosse-World Furniture Company, is the head of the entertainment committee. H. L. Guth is the chairman of the advertising committee. The Evansville manufacturers who returned recently from the Chicago furniture market stated that buying on the market was quite encouraging. They are looking for the sales at the Evansville market in September to be heavier than at the market held last spring. An effort will be made this fall to get a larger number of out of town manufacturers to bring their exhibits to Evansville. John C. Keller, secretary and traffic manager of the Evansville Furniture Manufacturers' Association, is planning to send out more than 20,000 invitations to the retail dealers in all parts of the United States and in Canada, Cuba, Mexico and Porto Rico.

Laminated Furniture Framing

There is a steadily and somewhat rapidly growing practice of making legs, posts and other framed parts of furniture out of laminated wood, where the dimensions call for something that cannot be made out of ordinary lumber stock. The high cost and the difficulties of seasoning and getting clear stock out of thick flitches has helped to increase this practice of making laminated framing parts. Another factor which has contributed to it, is the experiments of the Forest Products Laboratory which have demonstrated the qualities of laminated work and have given factory managers something official and positive to work on.

Laminated framing parts are on the whole stiffer and better from a purely mechanical standpoint than solid pieces of wood, provided, of course, that they are properly jointed and glued. About the only objection to them is that the joints show and the idea of built up work is sometimes objected to by the furniture trade on perhaps somewhat the same ground that in the earlier days they objected to veneering.

Careful matching and joining and getting similarity of texture in the wood will help to obscure the joints. And often laminated frame parts are made and pass freely as if they were solid. At other times they show very plainly. One can see in the show windows of household and office furniture stores many examples of laminated legs and posts, some made of only two pieces glued together, some three, some four and even more. And among the showings there are instances where one feels like the contrasting appearance in the exposed edge of the lamination is objectionable.

On the whole, though, laminated wood work has demonstrated its qualities and will stay with us. The final result will likely be quite a practice of building up laminated posts and frame parts, then facing them with veneer. This will furnish both the structural qualities and the face appearance and it should lead to more consistent harmony between the frame parts and the so called face parts of furniture.

Veneer Machine Lengths

There are many different ideas for the machinery trade to cater to in the matter of size and length for veneer machines. The logical tendency of the times should be toward a more extensive use of smaller and shorter machines to get a better clean up of timber. Yet, while we have development of this kind, we have also new machines being made that will cut up to 10 feet in length. And for years back it was considered that a machine which would cut 7 foot stock, about the longest stock used in door making, was a mammoth machine. But now we have them that will cut up to 10 foot, that is, they will take a block a few inches more than 100 feet long so as to cut veneer which will trim to 10 feet.

CLICK'S VENEER TABLES

Written by a Practical Veneer Manufacturer

—indispensable to handlers of veneers, boxes, cut lumber, etc., for quickly determining square feet contents.

—the entirely new arrangement is simple and convenient, and it takes only half the time to find the figure you want.

Yet there are almost five times as many dimensions worked out as in any other book.

—the tables cover all inches and fractions from $1/16$ inch to 148 inches. However, the $1/16$ inch fractions are in convenient supplemental tables, the main table being based on the more commonly used $1/8$ inch fractions.

—additional tables give cubic feet contents of logs and value of any log bought by the cord of 128 feet.

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FIGURED FACE VENEERS—

Mahogany
Plain, Stripe or Mottled

American Walnut
Longwood, Mottled and Crossfire

Figured Red Gum

LOOK AT SAMPLES
OF NEW CUTTINGS

The Louisville Veneer Mills

Manufacturers of Sliced, Sawed and Rotary Veneers

Louisville, Kentucky

(Continued from page 33)

government. I paid the prices set forth in the various contracts. It was purely a business transaction, and, so far as I know, there was no wrong-doing in connection with the transaction."

Maurice M. Wall was spokesman for the Buffalo Lumber Exchange at a recent hearing on harbor development before the city council and promised the co-operation of lumbermen in any plans to improve the harbor. Congressman S. Wallace Dempsey was present and said that as a member of the rivers and harbors committee he would endeavor to obtain government aid for the improvements much needed here.

Mark Cummings, head of the Mark Cummings Lumber Co., is spending some days on a trip to Chicago and one or two southern hardwood markets.

Fire on July 16 caused \$50,000 damage to the Lambert lumber yard, Welland, Ont., the loss being partly covered by insurance. Part of the yard stock was destroyed and a sawmill and planing mill burned. The dry kiln was seriously damaged.

BALTIMORE

Little progress has so far been made by the lumber firms which suffered losses by the fire on June 23 to restore the damage. The yard of James J. Lannon, hardwood dealer, is still to be restocked, but Mr. Lannon is now making arrangements to duplicate his stocks and otherwise get in shape. He was one of the heaviest losers by the fire. The Mann & Parker Lumber Company, located about midway between the two fires, sustained a slight loss, but heavy damage was prevented by the shed covering piles of hardwoods, and the roof of which was constantly kept wet. Several hundred dollars will cover the loss of this corporation, which would have been hit far harder but for the protection afforded by the shed.

Robert Kerschner of the Black Mountain Land Company of Bluff City, Tenn., and the W. C. White Lumber Company of Cumberland, Md., which corporations are controlled by the same interests, has been transferred from Bluff City to Cumberland and is covering the eastern territory. He stopped in Baltimore last week and saw some of the hardwood men there.

The Columbia Graphophone Manufacturing Company has been operating its big plant in Baltimore, which turns out cabinets for the machines put on the market by the Columbia company, of late, employing from 300 to 400 persons. Considerable quantities of hardwoods are consequently being consumed.

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, on the advice of his physician, has gone on a vacation of two weeks to New York, where he is stopping with one of his sons. Mr. Dickson, since his return to the office of the association in the Knickerbocker Building after the attack of illness which kept him confined to the house about five weeks last spring, found such an accumulation of work that he was obliged to tax his strength, and a rest is now regarded as necessary.

Roland Perry, one of the men mentioned in the proceedings of the Government at Washington against various lumber concerns and individuals, charging fraud in the disposal of the lumber stocks accumulated by the Federal authorities during the war, is well known in Baltimore, having been for a time connected with the Mann & Parker Lumber Company.

CINCINNATI

R. E. Brown, manager of the Detroit, Mich., sales office of the Atlas Lumber Company, resigned that position recently. Mr. Brown, who had been in charge of that office for the past year, is interested in the Brown Trucking Company of Detroit. He contemplates expanding the company's business and in view of this fact he felt that it could not be successfully accomplished without him giving it his entire devotion, therefore he thought it best to surrender his lumber connection. The Detroit office will be abandoned. E. M. Bonner, general manager of the company said, but the trade there will be worked from the Cincinnati offices.

On July 10 the M. B. Farrin Lumber Company held its annual outing for its employees at Coney Island, a summer resort located on the Ohio River, about ten miles east of Cincinnati. The day was marked by numerous events, especially a hard-fought baseball game between the hardwood yard and the mill, in which the latter were returned the victors by the score of 3 to 0. H. J. Pfeister, president, and W. J. Eckman, secretary of the company, occupied the roles of umpire and scorekeeper, respectively. This sporting event included fifty, one hundred and one hundred and fifty yard dashes for men and women, peanut, sack and thread and needle races. The athletic events were supervised by F. N. Stanforth, John Droste, Thomas Sterrett and C. N. Konzett. At the dinner in the evening, at which more than three hundred employees, their families and friends were present, prizes were awarded to the winners of the various athletic events by Messrs. Pfeister and Eckman. W. A. Newell was voted the most popular employee and for this honor he also was awarded a prize.

Cincinnati lumbermen sent messages of condolence to Fred Conn, president of the Bayou Land and Lumber Company, on July 14, when they learned of the death of his mother in the South.

Leland G. Banning, president of the Leland G. Banning Lumber Company, Cincinnati, accompanied by his wife, left July 15 for a three months' tour of Europe. Mr. and Mrs. Banning contemplate visiting all

BEDNA YOUNG Lumber Company

Jackson, Tennessee

Manufacturers of

Quartered White Oak Quartered Red Oak

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OTHER HARDWOODS

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High Grade Lumber
please let us have your enquiries.

Plain and Qtd. Red and White

Even
Color

OAK

Soft
Texture

AND OTHER
Hardwoods

Soft Yellow Poplar

MADE **MR** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The
Mowbray & Robinson Co.
(INCORPORATED)
CINCINNATI, OHIO

of the European countries. A month or so ago they returned from a two months' trip to Honolulu and Hawaii.

R. L. Bolling, president of the Bolling-Griffith Lumber Company, has been elected to membership in the Cincinnati Chamber of Commerce.

W. A. Noble, hardwood dealer with offices in the Second National Bank Building, has gone to Poplar Bluff, Mo., on a fishing trip. Incidentally Mr. Noble will look after twenty-five cars of hardwood lumber which he has coming out of a mill there within the next few weeks.

INDIANAPOLIS

The Houghton Lumber Company, of Indianapolis, recently reduced its capital stock from \$100,000 to \$75,000.

For the purpose of manufacturing, buying and selling lumber of all kinds, the R. H. Humphrey Lumber Company has been organized at New Albany, Ind. The company will have an initial capital stock of \$50,000, which likely will be increased later. The organizers of the company are Carl C. Frederick, Matthew G. Boehm and Richard H. Humphrey.

The McLaughlin Mill Supply Company has been organized at Hammond, Ind., with a capital stock of \$50,000. The company will buy and sell lumber and contractors' equipment. The directors are Roy C. McLaughlin, G. McLaughlin and George B. Grossman.

Fire, believed to have been caused by a skyrocket, virtually destroyed the plant of the Acme Manufacturing Company at South Bend, Ind., recently. The plant manufactures cedar chests. The loss will be about \$65,000.

More than one hundred members and employees of the O. D. Haskett Lumber Company of Indianapolis held a picnic July 8 at Norwood beach. G. D. Bray and Ira Lamb were the committee which arranged a program of ball games and general picnic activities.

As they have been absorbed by the Hercules Corporation at Evansville, or have been discontinued, the Hercules Tractor Company, the Hercules Body Manufacturing Company, the Hercules Wheel Company, the Hercules Buggy Company and the Hercules Gas Engine Company have dissolved their individual corporations. The tractor company has not manufactured tractors for several years, while the other companies have been merged into the larger organization, which some months ago began the manufacture of furniture on a large scale.

The Seymour Woodworking Company at Seymour, Ind., has filed a preliminary certificate of dissolution with the secretary of state.

EVANSVILLE

Hayward Flickner of Evansville has been made manager of the General Box Company, Ransom division, at Nashville, Tenn., and has assumed his new duties. Mr. Flickner has been employed by the Ransom Company, now a part of the General Box Company, for the past year. Before going to Nashville he was associated with McFerson & Foster, box manufacturers of this city.

Mr. and Mrs. W. P. Bradley of Shawneetown, Ill., a few days ago announced the engagement of their daughter, Frances, to Claude Wertz of Evansville, the wedding to take place in the early fall. Mr. Wertz has been associated in business with his father, Daniel Wertz of the Maley & Wertz Lumber Company, for the past few years.

Fred E. Bergmann, planing mill owner and lumber dealer at Chrisney, Ind., who was in Evansville a few days ago, reported considerable building this season in the towns of central and northern Spencer county. He looks for building operations to remain active the balance of the year.

Logging operations are again become active along Green and Barren rivers in western Kentucky, and it is expected that a great many logs will be gotten out by this fall and most of them will be rafted here for the local saw and veneer mills.

Daniel Wertz of the Maley & Wertz Lumber Company has returned from a business trip to Indianapolis. Mr. Wertz believes that business is going to get much better with the ending of the railroad and miners' strikes.

Joe Waltman of the Evansville Band Mill Company, Elmer D. Luhring and Paul Luhring of the Luhring Lumber Company and J. C. Greer of the J. C. Greer Lumber Company will take a leading part in the fall ceremonial of Hadi Temple of Shriners to be held here late this fall.

MEMPHIS

F. K. Conn of the Bayou Land & Lumber Company, Yazoo City, Miss., who spent some time in Memphis during the week beginning July 17, estimates that hardwood production in the valley territory is on a basis of about 70 to 75 per cent of normal. He is conducting an investigation in connection with the number of hardwood firms in the southern field which have already cut out, or are on the verge of cutting out, their timber. He believes that definite information along this line will prove quite illuminating as bearing on the future supply of hardwood timber in the territory in question.

Otis A. Felger, one of the owners of the Memphis Band Mill Company, who came down from his home at Grand Rapids some days ago, led the entire field in the shoot at the Memphis Gun Club Saturday afternoon, July 15. He broke 50 targets in succession, thus carrying off first honors in that contest. Later, when placed on the five-yard handicap line, he smashed 24 out of 25, thus again leading all of his competitors. He is one

of the "crack" shots of Michigan and enjoys nothing better than shooting over the traps.

NASHVILLE

The Delta Export Lumber Corporation, with offices at Wilmington, Del., has registered its charter with the secretary of state of Tennessee. The capital stock of the company is \$500,000, and the purpose of registering the charter was to authorize opening an office in Memphis, in order to do business in that important hardwood center.

The Leonard Lumber Company of Nashville, with capital stock of \$150,000, has been incorporated by E. P. Leonard, C. H. Simpson, R. C. Leonard, Tony Sudekum and A. W. Williams.

Chancellor John R. Aust has ruled against the Bon Air Coal & Iron Corporation in a suit in the chancery court at Nashville seeking to enjoin the operation of valuable timber lands by John B. Ransom & Company, and also seeking to have a receiver appointed for the same. The court held that the complainant failed to show any reason why the operation of the timber tract should be enjoined, and also failed to show any grounds for appointment of a receiver. The Bon Air Lumber Company, a subsidiary of Ransom & Company, was also defendant, and the court held that there was no evidence to sustain the suit. The land involved includes some of the largest and most valuable tracts of virgin hardwood timber in the South, and the case was one involving a large amount to those interested.

LOUISVILLE

For the next few weeks the members of the Louisville Hardwood Club will meet at the Louisville Country Club for the weekly dinners instead of at the Pendennis Club, Seelbach, or Baur's Road House, which have been the preferred meeting places. Desire to get out where it is cool and quiet, and where there could be some golf and tennis controlled the move to the Country Club. A large number of the members are golfers, and indications are that a good many of the local hardwood men will take Tuesday afternoons off for the next few weeks.

W. H. Day of the Wood-Mosaic Co. reports that he is back from a successful Canadian trip, having spent two weeks in visiting consumers in the Dominion. Mr. Day reported that walnut had been good in thin grades, but that from 2½ inches to four inches, the movement was quiet.

J. G. Brown, of W. P. Brown & Sons Lumber Co., recently returned from a trip of inspection to the company mills at Guion and Fayette, Ala., also Brassfield, Ark. The company may start one more of its chain of mills in the fall, but is not even considering starting the rest of the string this season.

The Mowbray & Robinson interests of Cincinnati, operating timber and mill interests at Quicksand, Ky., have chartered the E. O. Robinson Mountain Fund, Quicksand, non stock, charter members being E. O. Robinson and F. W. Mowbray, Newport; William H. Hyden of Clay, Ky., and E. C. O'Rear, Frankfort.

J. S. Thompson, manager of the Louisville division of the Southern Hardwood Traffic Association, reports that the G. E. Bauman Hardwood Co., Evansville, Ind., has recently joined the Louisville office. Mr. Bauman is well known in the trade, having for some years been with Maley & Wertz prior to entering business for himself some time ago.

Edwin Norman of the Norman Lumber Co. reported that demand for poplar lumber had been good, but that siding has slumped a little in demand, low-grade siding being especially dull. Box shooks have been slightly more active.

The Wood Mosaic Co. has just broken ground for an attractive new office building to cost about \$15,000 at the Highland Park, Louisville headquarters, where the company has been occupying temporary quarters since moving its main office from New Albany a few weeks ago.

NEW ORLEANS

The big double band hardwood plant of the Sherrill Hardwood Lumber Company, situated at Merryville, La., has been placed back in operation again recently and is now running at full capacity.

Soniat & DeBlieux, Opelousas, La., whose plant heretofore has been cutting cypress, is soon to engage in the manufacture of gum and other hardwoods, according to recent announcement.

The Fleming Lumber Company will soon be operating its hardwood plant, according to recent announcement of R. H. Fleming, president of the company.

A new unit to its plant at Shrewsbury, La., has just been added by the Southern Hardwood Lumber Company. This makes the second large unit of the company, which is specializing in flooring, but space has been obtained for a total of four, the other two of which are to be added as business exigencies demand.

WISCONSIN

The Dillingham Manufacturing Co., Sheboygan, has secured a permit to erect a new dry kiln on South Water street at an estimated cost of about \$7,500. The structure will be of brick.

Julius Kretschmer, president of the Art Furniture Co., Sheboygan, has acquired the remaining 50 per cent of the capital stock in the company

WE OFFER for immediate shipment the following, thoroughly dry band sawn Yellow Cypress:

CYPRESS

4/4" No. 1 Com., 8-12" .200,000'
 4/4" No. 1 Com., 3-7" .200,000'
 4/4" No. 1 Com., Reg. .100,000'
 4/4" No. 2 Com., 8-12" .700,000'
 4/4" No. 2 Com., 3-7" .100,000'
 4/4" Pecky .100,000'

We are equipped to resaw and dress the above stock.

MILLER
Lumber Company
 MARIANNA, ARKANSAS



held by Hugo Froehlich, Henry Arndt and Erwin Bartz, thus securing full ownership. Mr. Kretschmer was formerly owner of the Advance Furniture Co. which merged with the present concern seven years ago.

Articles of incorporation have been filed by the Wisconsin Timber Products Co., Bruce, to deal in logs, timber and timber products. The capital stock is \$50,000. Incorporators are D. J. Arpin, Jr., E. P. Arpin and Frank A. Leavens.

Incorporation is noted of the Cheever-Tomlinson Lumber Co. of Superior, which has been formed with \$60,000 capital stock. The incorporators include I. T. Lovejoy, P. S. Robertson and P. J. E. Wood.

The Kiel Development Co., recently incorporated with \$1,500 capital stock, will "try the efficiency of patented articles, especially the Alarm Tire and Wooden Shoe and other models or patented articles." William Bickhoff, Walter Klemme and Walter Schuette, of Kiel are the incorporators.

Work has been started by the Appleton Wood Products Co., at Appleton, on the construction of a new combination warehouse, shipping room and office building, 40 by 70 feet, of brick, steel and concrete construction. The addition will be located on a site adjoining present buildings of the concern.

Doud Sons & Co. of Winona, Minn., has filed articles of incorporation in Wisconsin with \$100,000 capital stock. The firm has headquarters at Moreau, Wis., and is authorized to manufacture and sell lumber, etc.

The sawmill of the A. H. Stange Co., Merrill, is resuming operations on logs purchased from A. Kaul, Jr., & Co. The mill was closed down for a few days owing to difficulty in getting logs northeast of Star Lake, but shipments from that source will be resumed shortly.

The Universal Toy & Novelty Co., an Illinois corporation located at 1132 North Boulevard, Oak Park, Ill., has filed articles in Wisconsin. Of its \$250,000 capital stock, \$32,000 will be used in Wisconsin. W. F. Gibian, F. A. Herrman and others are interested.

Blum Brothers are installing a heating plant and additional equipment in their box factory at Marshfield. The bids call for a 100 h. p. heating boiler, a boxboard matcher, 30-inch double planer with motor connected and sectional feed rolls and chip breakers, three joiners, one heading turner, electric motors, etc.

An increase of 5 cents a thousand feet for unloading pine and a decrease of 5 cents for unloading hardwood has been agreed upon by the Lumber Carriers' Association and Local No. 18 of Milwaukee of the International Longshoremen's Union, it has been announced.

The Holt Lumber Co. has delayed opening its sawmill at Oconto because

of a shortage of logs due to the lack of men to operate its camps. The mill was shut down June 26 and as soon as the company is able to catch up with its log supply the mill will resume operations.

Camps and mills of the J. H. Kaiser Lumber Co. at Winter have been closed for repairs. Since the mill was started in April the company sawed 18,000 ties, 960,000 laths and 250,000 feet of lumber. The ties were sold to the Omaha Road and the other products shipped to Milwaukee. The mill is to be enlarged to twice its present size. At present the mill is equipped with a 90 h. p. boiler and a new 200 h. p. boiler. A 150 h. p. engine will be installed shortly and the boiler equipped with a Dutch oven. A Corliss engine will be used.

The Northern Sash & Door Co. of Hawkins has been recapitalized for \$100,000. The company recently engaged A. G. Peterson of Kennan as general manager.

Frank L. Mitchell, 70 years old, prominent Racine manufacturer, died at Santa Barbara, Calif., where he had lived during the last twelve years since retiring from active charge of the Mitchell Lewis wagon plant shortly before it was converted into an automobile manufacturing plant, which still bears his name. He became head of the Mitchell Lewis & Co. in 1884.

Walter M. Miller has resigned as manager of the Stanley Supply Co. to accept the management of the Dependable Baggage Co. of Stanley, manufacturing trunks and other baggage.

The Heath Cedar Co. has started construction of a large addition to its plant at Marinette, formerly the Brown-Mitcheson sawmill. An addition, one story and 100 by 50, will be added to the present three-story, 140 by 50 structure. Twelve electrically driven machines have been ordered. The plant will specialize in interior finishing and silo production, continuing the cedar yard in connection. The Heath Cedar Co. was incorporated two years ago with \$50,000 capital stock.

The Hardwood Market

CINCINNATI

Sales sheets indicate that a fairly good volume of business is being transacted by Cincinnati hardwood distributors at the present time. Some dealers said that business is especially good in view of the railroad strike

Offering Thoroughly Kiln Dried Lumber and an Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and also to offer kiln drying service of proven efficiency for handling either green or dry lumber. We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

*Try STIMSON at Owensboro
the next time*

J. V. Stimson & Co.
OWENSBORO, KY.



**veneer
drying
machinery**

**PROCTOR &
SCHWARTZ, INC.
PHILADELPHIA**

CATALOGUE ON REQUEST

and the vacation period. The movement of lumber is hampered to some extent because of the inability of the mills, especially in West Virginia, in getting empty cars. On the other hand, lumbermen say, where cars are obtainable they are sidetracked by the railroads after being loaded. There is plenty of evidence to show that the railroad strike has interfered with the market. Prices are holding firm, while the demand is for no certain items. During the past two weeks there has been a noticeable improvement in the buying of the lower grades, which up until that time were practically a burden on the market. The takings of the railroads in spite of the shopmen's strike has been noteworthy. The general situation in the industrial line shows signs of a much better buying movement later in the summer, provided the railroad strikes are settled. At the present time, the buying on the part of the automobile and furniture manufacturers is about as good as could be expected. The export trade is rather quiet and from all indications will remain in that condition for an indefinite period. Stocks in the hand of local distributors are by no means large and shipments as a whole are coming in slowly from the mills. Should this condition remain for any length of time, it is the opinion of lumbermen that it

might have a tendency to cause prices to rise. Demand for hardwoods from the building industry is of no large consequence as the earlier season activities have quieted down and the time is not ripe for the late season building to take its quota of hardwood interior finish and other materials. All in all the condition of the market is considered good in view of the fact that there has been a falling off in the demand of most of the other woods.

BUFFALO

The hardwood trade is somewhat quieter this month, owing to a large extent to the industrial upset caused by the strike of the railroad shopmen. This has upset transportation facilities in this section, though not as greatly as in the Southwest. Buyers have been holding off and taking lumber in small quantity, as needed. Hand-to-mouth buying is looked for during the remainder of this month at least. Prices as a rule are holding steady. Lumbermen look for a fair increase in business as soon as the present labor troubles are out of the way.

The woods chiefly in demand include oak, maple, birch, ash and chestnut, but manufacturing plants in most cases are not showing any great disposition to buy ahead. The building business is good and a large amount of hardwood is being used in this line. Flooring concerns state that trade continues on a steady basis, while the interior trim demand is also on a fair scale.

BALTIMORE

While some of the hardwood men of Baltimore express the opinion that the demand for stocks has eased off in the last three or four weeks, others entertain decidedly optimistic views in regard to the prevailing state of affairs not less than relative to the outlook. All admit that orders are not easily obtained and that determined effort is necessary to land them, but they also report that the volume of business has attained fairly impressive proportions, with some woods more active than others, and even with the export trade showing improvements, if not actually in volume, at least in feeling. The list, however, is not uniformly strong. Low grades of chestnut find only a very indifferent inquiry and the returns are not at all attractive; in fact, it will be found quite difficult to obtain takers. It is somewhat the same with respect to the low grades of poplar, which are affected by the extensive shift from wooden to fibre boxes. This shift has lessened the requirements in the way of low grade poplar considerably, and allowance is still to be made for the circumstance that the needs in the way of boxes generally have not yet gotten back to what might be called normal conditions. Shipments of general merchandise are as yet reduced and the demand for poplar boxes is influenced accordingly. Moreover—and this is probably as important an influence as any other—the poplar of the lowlands is being shipped by the mills of those sections at small figures. Information here is to the effect that such lowland poplar, mill run, is being put down at points along the Great Lakes at not more than \$25 per 1,000 feet, while the sawmills in the hill sections that produce stocks of a better grade are trying to get \$20 at the mill. This log run stuff, it is said, grades in large part equal to No. 3 for the mountain poplar and is therefore found quite acceptable for the purpose. As for other hardwood stocks, some effect of earlier free purchases that are being drawn on now is still seen, and is held to account for the lack of snap in the demand. Furthermore, the railroad strike is beginning to have its effect upon the hardwood trade, which depends so extensively upon the land transportation lines for its forwardings.

COLUMBUS

The hardwood trade is showing considerable strength in all sections of central Ohio. Buying is rather brisk, both on the part of dealers and by manufacturing establishments. Retail demand is still the chief feature, but there is an increase in orders from concerns making boxes, implements, automobiles and musical instruments. Railroads are also showing a tendency to come into the market. Retail stocks as a rule are not large and many are somewhat broken. Buying to replenish these stocks is the rule.

Prices are generally firm and changes which have taken place are towards higher levels. There is not much cutting to force trade. Oak, poplar and chestnut are the strongest points. Some demand for basswood and other varieties is reported. There is a scarcity of the better grades of oak and poplar and the medium grades are not at all plentiful. The railroad strike is delaying shipments to a large degree.

INDIANAPOLIS

From the viewpoint of the industrials the hardwood market is beset with two evils, the coal and rail strikes. Both are beginning to have an effect on production. Most of the industries, especially the furniture industry, have sufficient orders to keep fairly busy until late fall. Executives of the various furniture factories, both here and at Shelbyville, Ind.,

report they have for the most part sufficient orders to last until the next furniture market and many of them turned down big orders because of the uncertainty of market conditions. In the meantime various grades of hardwood continue to show rather unexpected strength. Particularly is this true of veneers and oak flooring. There appears to be no limit to the demand for these grades. While building is falling off as shown by the permits issued weekly, this situation does not appear to have affected the retail demand to any great extent. The effect will come a little later. Distributors here say the takings of the smaller rural yards are surprising and indicate a large volume of farm construction during the late summer and fall. Incidentally deliveries are slowing down due to the rail strike.

EVANSVILLE

There has been little improvement in the trade with the hardwood lumber and manufacturers of Evansville and southern Indiana during the past ten days or two weeks, although things have been holding their own fairly well and orders and inquiries have kept coming in. At this writing neither the miners' nor the railroad strike had seriously handicapped shipments, but it was generally believed that should the railroad strike continue long business would be seriously interfered with. The manufacturers report that June brought in a large volume of business as compared with the corresponding month of last year, and July had been expected to show a nice increase, but with the strikes on the anticipations of the lumbermen may not work out as it was thought they would. General business conditions have been steadily improving, barring the strikes, and collections have been holding their own very well. The furniture manufacturers of Evansville and those at Tell City, Ind., Jasper, Ind., Owensboro, Ky., and Henderson, Ky., report that their business has been increasing some, and they have been in the market lately for lumber of various grades. This line of business is expected to get better as the year advances, and veneer manufacturers believe that their business will get better as the furniture trade increases. The various wood consuming plants in Evansville are being operated steadily and are employing more men now than at any time this year. Box manufacturers say they are looking for their business to continue to increase right along.

MEMPHIS

Hardwood manufacturers here report a very satisfactory demand. There is nothing particularly aggressive about the buying, but members of the trade point out that there is sufficient demand to keep business rather above the average for this time of the year and to prevent the usual summer dullness from making its appearance. The transportation situation has not yet become sufficiently acute to interfere with the movement of hardwoods and the volume of shipments is quite full. It is accepted as certain that there will be an acute shortage of cars in the next few weeks, even if the railroad strike is settled, and there is quite a decided disposition on the part of consuming interests to secure a good portion of their needs while transportation facilities are available.

Furniture manufacturers are steadily increasing their purchases under the stimulus of increased sales of their own output. There is likewise a good demand from the automobile industry and the building trades, with the exception of flooring manufacturers, are taking lumber with considerable freedom. Flooring interests are buying only for immediate needs. However, hardwood manufacturers are giving themselves little concern on this score. They believe good buying from this source certain. A well known hardwood producer, who is interested in one of the largest flooring plants in Memphis, is authority for the statement that flooring manufacturers will consume more plain oak during the last six months of 1922 than during the first half. He bases this view on the theory that they have not yet experienced the maximum demand for their products that must result from the record-breaking activity in construction work all over the United States, as disclosed by the official figures for June. There is a fairly active miscellaneous demand, including that from manufacturers of agricultural vehicles and implements, musical instruments, railway and street cars and wooden containers. Exports interests are taking some lumber, but demand from overseas is not particularly aggressive.

Stocks are considerably broken in No. 1 common and better in shipping dry. Production is expanding at a very satisfactory rate, but, while the lumber now being placed on sticks will stand buyers in good stead several months hence, it will prove of little immediate value to them. There is comparatively little red or sap gum available in No. 1 common and better, while there is rather pronounced shortage of plain red and white oak in Nos. 1 and 2 common as a result of the large absorption on the part of flooring manufacturers. The supply of thick elm is limited, while offerings in ash are by no means large. Quartered red and white oak appear to be in more active demand in No. 1 common than in firsts and seconds. There is very little buying of firsts and seconds cottonwood. Box boards, in this item, too, are very slow.

LOUISVILLE

Business is moving along quite well with the Louisville, Ky., hardwood trade, there being a steady demand from hardwood flooring manufacturers, also from planers and retailers as a result of active building operations.

WHY WORRY

about your supply of Hardwoods when you can fill your most exacting needs from a matchless source of supply—

Archer Hardwoods

In forming buying connections with us you will relieve yourselves of a lot of worry about grades, deliveries, prices and what-not. Our customers all come back for more and you will do the same if you make a start.

We Specialize In

PLAIN and QUARTER-SAWED RED and
WHITE OAK

also

PLAIN and QUARTERED RED GUM

Let Us Quote You

Archer Lumber Co.
HELENA, ARKANSAS

JACKSON & TINDLE

INCORPORATED

Sales Office
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Main Office
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Complete stock of

Dry Northern Hardwoods

HARD MAPLE

BIRCH

SOFT MAPLE

BEECH

BASSWOOD

ELM

MILLS AT PELLSTON AND MUNISING, MICHIGAN

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

BASSWOOD

4/4" FAS. Reg. Widths & Lengths..... 5 Mos. Dry
5/4" No. 1 & Btr., Reg. Widths & Lgths. 12 Mos. Dry

BIRCH

4/4" No. 1 & Btr., Reg. Widths & Lgths. 5 Mos. Dry
4/4-5/4" No. 3, Reg. Widths & Lengths. 12 Mos. Dry
6/4" No. 3, Reg. Widths & Lengths..... 5 Mos. Dry

SOFT ELM

5/4" No. 2 & Btr., Reg. Width & Lengths. 12 Mos. Dry
8/4" No. 2 & Btr., Reg. Width & Lengths. 12 Mos. Dry
10/4" No. 2 & Btr., Reg. Width & Lengths. 12 Mos. Dry

WIRE, 'PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

*Manufacturers
of*
**Stimson's
HARDWOOD
LUMBER**

Annual Output: 50 Million Feet

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Stimson Veneer & Lumber Co.
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J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

**STRABLE
Lumber & Salt Company**
SAGINAW, MICHIGAN

Manufacturers

**Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL**

Insist upon

Wolverine Maple Flooring

"Best by Test"

Maple, Birch, Basswood, Elm, Beech



The sign to follow
for Maple Flooring

The Tegge Lumber Co.

**High Grade
Northern and Southern
Hardwoods and Mahogany**

**Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin**

Increased industrial demand has resulted in better demand from the box factories for low grades. The expected rush of business from the furniture trade is slow in materializing, but the implement wagon and auto lines are somewhat better. Some of the local companies' reports indicate that production is about equal to shipments, others showing a little gain in stocks, and some reporting a steady decline in stock since the first of the year, as a result of orders being larger than production. Unless the rail and coal strikes slow up industry, the general outlook is said to be quite favorable for a good summer and early fall business. However, the big strikes are making for unrest, but so far no uneasiness to speak of that would affect general buying.

Prices are quite firm in hardwoods with a good demand for poplar, oak and mahogany and walnut except in the thicker grades.

NEW ORLEANS

The hardwood market for the New Orleans territory is now undergoing its usual midsummer stages of quietness and comparative inactivity. The export movement has shown scarcely, if any, falling off during the dull July-August season, so far, but there has been a temporary noticeable let-up in the domestic market. The coal and the railroad strike have made their effects felt hereabouts rather keenly within the past fortnight, but the coal operators are already sending their inquiries back into the market in huge quantity and indications are that they will again be taking goodly supplies of the commoner grades ere long. It seems, too, that not a few of the buyers have procrastinated about placing their orders on account of the railroad strike. Another and more obvious effect of the last-named strike has been, too, the rendering rather uncertain of the railways themselves as purchasers of hardwood stocks for their general program of improvement and equipment.

The export movement from the port of New Orleans has been handicapped considerably latterly by the fact that much of the rolling stock is in poor condition and because of the further fact of the policy of the big trunk lines entering the port to decline to turn over to the New Orleans Public Belt Railway for delivery to shipside any such cars, but persisting in holding them on the outskirts of the city until the repairs are effected. This situation has developed to that extent that some of the exporters are having to serve notice to their customers to account for the delay.

The mills throughout the great Southwest are beginning to swing back into action slowly but steadily with the prospect that practically all of them will be going again in full blast by the early fall when business is generally expected to receive a big boost.

Prices remain tenaciously firm, though there is now going on an apparently concerted attempt on the part of the buyers to yank them down considerably. As a rule, however, the manufacturers are standing by their guns and are refusing to grow weak in the knees. The box manufacturers are back in the market and thus the superfluity of lower grades is being gradually cleared off again. Manufacturers of agricultural implements and furniture makers are buying sharply. Stock of the uppers is none too plentiful and rather badly broken.

MILWAUKEE

Many of the mills supplying hardwoods to the Milwaukee market have broken stocks, wholesalers and jobbers at this city report. Price levels are stronger, and hardwoods have not shown the slightest tendency to soften. The freight rate reductions have had little effect on the movement of lumber, the railroad strike quelling all enthusiastic movement. Following on the heels of the threatened announcement of a strike of the railroad craftsmen and maintenance of way workers, buyers hurried into the hardwood markets and purchased rather heavily. Now that the situation has lagged on, the big bulk of purchasing with one eye on strike developments has passed, and trade has slumped. All buyers who were compelled to fill necessity orders have purchased ahead and now inquiries are fitful and trade has slackened. Many buyers despair of receiving shipments, and time and movement queries always accompany orders and inquiries.

The railroad strike alone cannot be held responsible for the slight slackening of trade for the seasonal dullness that follows the burst of the spring building boom has set in. The quiet period this year is not as marked as in former seasons because of the presence of furniture manufacturers and automobile body makers in the market, who help to offset the construction lumber setback. A large amount of hardwoods are moving. They are wanted mostly for interior finish to complete houses started in the spring. A healthy movement in the lower grade hardwoods to industries who are showing signs of awakening has helped to spread a steadying undertone and better feeling in the local market.

Elm, ash and maple are in demand for automobile body makers. West coast fir is perhaps the biggest sellers in the local lumber market with hemlock following for a good second choice. No. 1 and No. 2 boards are showing improved movement during the past few weeks. Oak and maple flooring sales are mounting, and the box-trade is displaying signs of life. The market, in general, despite the current labor difficulties affecting lumber transportation, is in a better condition now than it was at this period last year.



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 where 60 to 70,000,000 feet are carried at
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Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
 Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881

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HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

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T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

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HARDWOODS

OAK, POPLAR, ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

Norman Lumber Co.

POPLAR

4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

WE WANT TO SELL

8/4 No. 1 Com.....	Qtd. Red Gum
4/4 No. 1 Com.....	Qtd. White Oak
4/4 No. 2 Com.....	Poplar
4/4 No. 1 Com.....	Poplar
6/4 No. 1 Com.....	Walnut
8/4 No. 1 Com.....	Walnut

R. R. May Hardwood Co.

1520 SOUTH SIXTH STREET

HIGH GRADE Michigan Hardwoods SPECIAL ITEMS

WHITE BASSWOOD

4/4" No. 1 Com. & Btr..... 1 car

WHITE MAPLE

4/4" No. 1 Com. & Btr..... 1 car

MAPLE

1x4" & 1x5" Clear Face 1 car

4/4" No. 1 Com. & Btr.,
Straight Grain 1 car

BIRCH

4/4" Selects 1 car

1x4" & 1x5" Clear Face..... 1 car

HARD MAPLE

4/4" Selects 1 car

EXCEPTIONALLY WIDE BIRCH

8/4" No. 1 C. & B., 60% or Btr. FAS,
50% or Btr. 10" & Wider.. 1 car

STEARNS & CULVER
LUMBER COMPANY
L'ANSE, MICHIGAN

MICHIGAN HARDWOODS

Our timber lands are in the lower peninsula of Michigan and we sell only the lumber produced from this source.

The lumber is band-sawn in our Cadillac mills and is piled and seasoned correctly.

Most of our output of Maple, Beech and Birch lumber is further manufactured by us into our well-known "Electric" Flooring. We also produce and market considerable 1 inch Basswood and 1, 1½, 2 and 3 inch Gray Elm; grades piled separately as a rule.

We are supplementing our supply of superior timber with the best methods of manufacture.

Cobbs & Mitchell, Inc.

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No display except the headings can be admitted.
Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

Rotary operator for 126" Coe lathe. Must be experienced in cutting half-round and walnut butts. Mill in large city in Middle West. Address Box 869, care Hardwood Record.

WANTED

Veneer Cutter for Capital slicer and rotary machines, cutting only fancy veneers; good salary and splendid working conditions; fine opportunity for capable man who desires permanent location. Address Box 890, care Hardwood Record.

WANTED

Lumber inspector and buyer. Man familiar with mills in central states and one having experience in inspection for export preferred. Please give references and salary expected. Address Box 897, care HARDWOOD RECORD.

WANTED

By large southern hardwood lumber manufacturer a thoroughly competent southern hardwood salesman to represent us in New York and New England territory. Give full information, age, experience and salary expected in first letter. Address Box 896, care HARDWOOD RECORD.

HELP WANTED

We want to get in touch with some competent men who are qualified as first class woods and sawmill operators. Our operations are in western Pennsylvania. Kindly address the undersigned box number, giving references, qualifications, wages, etc. Box 892, care HARDWOOD RECORD.

WANTED

Several hardwood salesmen accustomed to calling on factory trade. One for territory in northern Indiana and lower Michigan, exclusive of Detroit. One for northern and central Ohio, and western New York, exclusive of Toledo. Straight salary and expenses. Ability alone will determine salary. Address Box 898, care HARDWOOD RECORD.

WANTED

Energetic man with executive ability in sales department of export lumber company. Must have experience and knowledge of export lumber business. Unusual opportunity. Give full particulars of all former employment and advise salary expected, and when available. All will be treated in strict confidence. Address J. Room 828, Bank of Commerce Bldg., Memphis, Tenn.

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This publication contains botanical descriptions of more than 300 species of American trees, a recital of chief uses of all American woods, scientific name of each tree. Regular price of this publication is \$6.00. For those who send in their order now, accompanied by check, we will make a special price of \$5.00.

PLANTS FOR SALE

FOR SALE

Fifty Million feet of hardwood and mill.
ERNEST YAGER, Box 1171, Jacksonville, Fla.

FOR SALE

Complete 6 ft. band sawmill outfit. Address Box 901, care HARDWOOD RECORD.

LOGS WANTED

WANTED

Walnut and Ash logs 12" and up. Eisaman-Richer Lumber Company, Peru, Ind.

WANTED

All kinds Timber and Logs for delivery to our Buffalo Mill by water or rail, next fall, winter and spring. Address G. Elias & Bro., Inc., Buffalo, N. Y.

LUMBER FOR SALE

FOR SALE

Two (2) cars 16/4 FAS. Cottonwood. Derry Lumber Co., Inc., Detroit, Mich.

FOR SALE

150,000 ft. 4/4 No. 3 Common Oak.
200,000 ft. 4/4 Log Run Cypress No. 2 & Btr.
75,000 ft. 2" Oak S2S to 1 3/4.

We also make a specialty of large, long fir timbers and rough clear green fir. Ask for special prices. S. H. Chatten Lumber Co., Kansas City, Mo.

FOR SALE

1/8" and 1/16" Birch cut-downs.
We are continually accumulating 1/8" and 1/16" Birch cut-downs.
We can cut to desired sizes if a cut-down proposition.
Send us a list of your requirements for prices.
We have a car of 1/16" Birch chair seat stock 14" to 24" wide by 14" to 18" long. Dry stock, securely crated.
Write for prices and list of sizes.

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wisconsln.

OFFERED FOR QUICK SALE

WE WANT TO MOVE AT ONCE

The following hardwood shorts:

100 M ft. 7/4 Res. in center.
125 M ft. 6/4 Res. in center.

These are 3' and 4' lengths, with about 10% of 2' lengths, mostly maple, with a sprinkling of birch, elm, etc., good widths, even thickness, and all sound.

MENOMINEE BAY SHORE LUMBER
COMPANY.

Soperton, Forest Co., Wis.

LUMBER WANTED

WANTED

4/4 and 6/4 Cherry lumber; also Cherry logs. Address Warren Ross Lumber Co., Jamestown, N. Y.

WANTED

20M 2" FAS and 15M each 3" and 4" No. 1 Com. & Btr. Plain White Oak; 15M each 1", 1 1/4" and 1 1/2" FAS Yellow Poplar; 15M 4" No. 1 Com. & Btr. White Ash. Shipping dry, good widths and lengths, well manufactured. TAYLOR & CRATE, 2101 Elmwood Ave., Buffalo, N. Y.

MATERIAL

We are in the market for the following immediate shipment:

3 cars 1" No. 1 Qtd. Sap Gum.
1 car 1" FAS Plain Red Gum.
1 car 1" No. 2 Common Qtd. White Oak.
1 car 3/8" No. 1 Common Qtd. Sycamore.
3 cars 1" Oak Tie Sidings.

Quote prices delivered our yard. Amidon Lumber Co., Jamestown, N. Y.

TIMBER LANDS FOR SALE

FOR SALE—700 ACRES

Virgin timber. Write W. H. SNYDER, Box 106, Poplar Bluff, Mo.

TIMBER FOR SALE

About 175,000 feet of choice oak, elm, maple, ash, beech, yellow poplar, basswood, sycamore. Eighteen miles north of Detroit, Mich. Address Box 887, care Hardwood Record.

HARDWOOD TIMBER FOR SALE

One hundred and twenty-five million in Georgia and one hundred million in South Carolina—mostly gum and oak. Price and terms reasonable. Deal direct with owners. J. W. BARNES, Savannah, Georgia.

RAILWAY EQUIPMENT for SALE

THE WEST VIRGINIA RAIL CO.

Huntington, W. Va.

Manufacturers light steel rails, 12, 16, 20, 25, 30, 35, 40 pounds per yard. We are also dealers in relaying rails, all sizes.

BUSINESS OPPORTUNITIES

FOREIGN REPRESENTATIVE

Leading U. K. Brokers representing principal southern shipper open. Negotiate sole selling agency first-class northern mill.
Address Box 899, care of HARDWOOD RECORD.

FOR SALE

On account of other interests we are offering to sell either as a whole or a part interest in the best hardwood lumber and crating proposition in Ohio. This mill consists of modern machinery including first class band mill. Located on good trunk line, with private switch, and in best hardwood section in Ohio with plenty of timber available, and a well established business. Address Box 894, care HARDWOOD RECORD.

DIMENSION STOCK FOR SALE**DIMENSION STOCK**

An outlet is desired by a big manufacturer in Bay City, Michigan, for hardwood wastes that can be cut into small dimension stock. This represents a good opportunity for a big buyer of this class of material and we solicit correspondence. Bigelow-Cooper Co., Bay City, Mich.

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EIGHT 420-H. P. BOILERS; ONE 800-K. W. GENERATOR

1 Engine and 100 KW. Generator unit; Steam and Centrifugal Pumps, Oil and Filler Presses, Motors, etc. BETTENDORF STONE COMPANY, Box 301, Davenport, Iowa.

FOR SALE—CHEAP

One 350 H. P. cross compound Corliss engine rated 125 lb. steam pressure, suitable for saw-mill work. For particulars write—

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Menasha, Wis.

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We have for sale two new logging carts with 9' wheels and 5" spoke, which we are offering at \$75 each. This is one-third of their original price. For anyone who can use a vehicle of this kind the price represents a most excellent bargain. Please address inquiries to Box 595 A, care HARDWOOD RECORD.

FOR SALE

Full set of Morgan Lock corner box machinery as follows:

- 1 #8 Morgan lock corner cutter.
- 1 #1 Morgan setting up machine.
- 1 Morgan lock corner box trimmer.
- 1 Morgan lock corner cutter grinder.
- 1 set of copper glue pots and pans.
- 1 extra set of cutters for locker.

All the above are in perfect condition and ready for immediate use. Used only about three months. Full description and price on application.

TROY BOX & LUMBER CO.,
P. O. Box 623, Troy, N. Y.

FOR SALE—TWO 10-TON HOLT

Caterpillar tractors, good condition. Four 8-wheel Hemming log wagons specially constructed for use with Holt tractors. Two Nash Quad trucks, pneumatic tires, with three 4-wheel rubber-tired trailers. Reason for selling this equipment have cut timber. Also have 3 used small mill outfits, stationary and portable, and 3 Kilby log cars 36" gauge slightly used.

ENOCHS & WORTMAN, LTD., Jackson, Miss.

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TALLY SHEETS With WATERPROOF LINES
Sample Sheets, Price List and Catalog of Other
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FRANK R. BUCK & CO.
2133 Kenilworth Ave. CHICAGO, ILL.

WANTED

To correspond with dimension mills properly equipped to saw high grade, clear, tough textured hickory (principally white or sap) in various sizes, and in lengths ranging from 14 ft. down to 6 inches. We can accept carloads of mixed sizes enabling quick shipments and minimum waste. We inspect at mill and pay cash.

Also buy white ash, oak, gum and other woods in clear dimensions.

Unless you can be depended upon to actually produce well manufactured stock in accordance with the grade specified, make reasonably prompt deliveries, and properly take care of stock in a nice, dry shed as fast as sawed, please do not waste your time or ours in correspondence.

Address Box 900, HARDWOOD RECORD

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We have for sale a large quantity of splendid quality hardwood planer shavings mixed with sawdust. Anyone who finds it possible to use this class of commodity will find it to their advantage to address the undersigned. We shall make it very attractive for them. Address Box 893, care HARDWOOD RECORD.

MISCELLANEOUS**Saw Mill Machinery**

OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS

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Hill-Curtis Company, Kalamazoo, Mich.
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box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

VENEERS FOR SALE**FULLER-THURBER COMPANY**

Importers and Manufacturers

Mahogany Veneers

MILLS - OFFICES - WHARF
ALBANY STREET BOSTON 18, MASS

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE
CINCINNATI, OHIO

FOREIGN DEPARTMENT**J. F. Mueller & Son Co.**

Est. D. 1795 HAMBURG 27 Incorp. 1916

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WOOD BROKERS & AGENTS

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA
Manufacturers of CYPRESS and GUM

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and have a suspicion that you would like
to see a copy, it is yours for the asking

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HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 & 3 C., 4/4-16/4", bone dry; NO. 1 C. & BTR., 4/4-12/4". BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4, 5/4, 6/4, 8/4 & 12/4". BROWN & HACKNEY, INC., Memphis, Tenn.

COM. & BTR., white, 4/4, 6/4, 8/4, 12/4, reg. wdths., 8-10, 12, 14-16", 25 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

ALL GRADES, 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 10/4". KELLOGG LBR. CO., Memphis, Tenn.

NO. 3 C., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

ALL GRADES, 5/8", 16/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.

NO. 1 & BTR., white, 4/4-16/4", nice wdths. & lgths., tough texture, Ind. dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 1 C. & BTR., 10/4, 12/4", reg. wdths. & lgths., 1 yr. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

FAS, 4/4-16/4", reg. wdths. & lgths., 6-8 mos. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 6-8 mos. dry; NO. 1 C., 4/4-12/4", reg. wdths. & lgths., 6-8 mos. dry; NO. 2 C., 4/4-8/4", reg. wdths. & lgths., 6-8 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

FAS, 4/4", 14" & up, std. lgths., 2 yrs. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry, northern tough tex. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/4, 8/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 6/4, 8/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 8/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS & NO. 2 C., both 4/4", reg. wdths. & lgths., 4 mos. dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

FAS, 6/4"; NO. 1 C. & SEL., 4/4, 6/4". SHARPBACK LBR. CO., Huntington, W. Va.

FAS, 4/4", 6 mos. dry; NO. 3, 6/4". THUNDER LAKE LBR. CO., Rhinelander, Wis.

NO. 3, 4/4, 6/4"; NO. 2 & BTR., 4/4, 3 3/4-6 1/2"; KEY STOCK, 5/4". J. W. WELLS LBR. CO., Menominee, Mich.

LOG RUN, 5/4", 7 1/2", av., 35% 14 & 16, 5 mos. dry; NO. 2 C., 5/4", 7" av., 30%, 14 & 16", 8 mos. dry. WILSON LBR. CO., Elkins, W. Va.

BEECH

LOG RUN, 4/4-8/4". BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 8/4, 6/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

LOG RUN, 4/4, 5/4, 8/4, 10/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4-8/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths., 2 yrs. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 & BTR., 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 3, 4/4, 5/4, 6/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LUMBER CO., Mellen, Wis.

NO. 1 & NO. 2, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUCKEYE

LOG RUN, 4/4, 5/4". SHARPBACK LBR. CO., Huntington, W. Va.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., 8/4", reg. wdths. & lgths.; NO. 2 C., 6/4, 8/4", reg. wdths. & lgths. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

LOG RUN, 4/4" reg. wdths. & lgths., yr. dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, 4/4", reg. wdths. & lgths., 5 mos. dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

SD. WORMY, 6/4". SHARPBACK LBR. CO., Huntington, W. Va.

WORMY, 5/4, 6/4", 9" av., 50%, 14 & 16", yr. dry. WILSON LBR. CO., Elkins, W. Va.

NO. 2 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

COTTONWOOD

FAS, SEL. & NO. 1 SHOP, 4/4-8/4"; NO. 1 C., 4/4-8/4", both ran. & stock wdths.; NO. 2 C., 4/4 & 6/4"; PECKY, 4/4 & 8/4". BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

ALL GRADES, 4/4, 6/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS & WIDE BX. BDS., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

CYPRESS

SHOP & BTR., 4/4, 5/4, 6/4, 8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 SHOP & BTR., 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

SEL. & BTR., 6/4". RICHARDS HDWD. CO., Memphis, Tenn.

FAS, 5/4", 13-17" reg. lgths.; SELS., 4/4, 5/4", reg. wdths. & lgths. all band sawn. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths. & lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 & 3 C., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 4/4-12/4". BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4-8/4", reg. wdths. & lgths., 2 yrs. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

LOG RUN, 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

SEL. & BTR., 4/4, 5/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 & BTR., 8/4, 10/4" reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 10/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NOS. 2 & 3 C., 5/8". KELLOGG LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 5/4, 8/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 2 & 3 C., 5/8". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

LOG RUN, 4/4, 8/4, 10/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 & BTR., 8/4". J. W. WELLS LBR. CO., Menominee, Mich.

GUM—PLAIN RED

FAS, NO. 1 C. & SEL. AND NO. 2 C., all 4/4". BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 1 C., 4/4", reg. wdths. & lgths., 10 mos. dry; FAS, 6/4", reg. wdths. & lgths., yr. dry; NO. 1 C., 6/4", reg. wdths. & lgths., yr. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

NO. 1 C. & BTR., fig. 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS, 5/8", reg. wdths. & lgths.; NO. 1 C. & SEL., 3/8, 5/8, 3/4", reg. wdths. & lgths., all band sawn. TURNER-FARBER-LOVE CO., Memphis, Tenn.

GUM—QUARTERED RED

FAS AND NO. 1 C. & SEL., both fine hand sawn stock. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4, 5/4, 6/4, 8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

ALL GRADES, 4/4-8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., 4/4-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1, 4/4"; NO. 1 C. & BTR., 8/4". LONG-BELL LBR. CO., Kansas City, Mo.

FAS & NO. 1 C., both 6/4", reg. wdths. & lgths., yr. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

NO. 1 C. & BTR., fig. 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS, 4/4, 8/4", reg. wdths. & lgths.; NO. 1 C. & SEL., 3/4, 4/4", reg. wdths. & lgths., all band sawn. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

FAS, 4/4 & 5/4"; NO. 1 C. & SEL., 4/4"; NO. 2 C., 4/4"; FAS AND NO. 1 C. & SEL., qtd., 4/4", fine band sawn stock. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

COM. & BTR., qtd. 4/4, 5/4, 6/4, 8/4, 10/4"; COM. & BTR., pl. 5/8, 3/4, 4/4, 5/4, 6/4". BROWN & HACKNEY, INC., Memphis, Tenn.

ALL GRADES, qtd. 4/4-8/4"; NO. 2 COM. & BTR., pl. 4/4, 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

ALL GRADES, 5/8-8/4"; COM. & BTR., qtd. 4/4-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, qtd. 4/4"; NO. 1 C., qtd. 4/4"; NO. 1 C. & BTR., qtd. 5/4, 8/4, 12/4"; FAS, 4/4"; NO. 1 C., NO. 2 C., both 4/4"; NO. 3 C., 4/4, 5/4, 8/4". LONG-BELL LBR. CO., Kansas City, Mo.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C., pl. 5/8, 4/4"; NO. 2 & 3 C., pl. 4/4"; NO. 3 C., pl. 4/4"; FAS, qtd., 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, pl. 4/4", 6" & up, reg. lgths., 8 mos. dry; NO. 2 C., pl. 4/4, 6/4, 8/4", reg. wdths. & lgths., 10 mos. dry; FAS, pl. 6/4", reg. wdths. & lgths., 10 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

LOG RUN, 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

FAS, 3/4 & 4/4"; COM. & BTR., 5/4"; NO. 1 C., 4/4". RICHARDS HDWD. CO., Memphis, Tenn.

FAS, BX. BDS., pl. 4/4", 13-17", 50% long; BX. BDS., pl. 4/4", 18-21", 50% long; NO. 2, pl. 5/8, 3/4, 8/4, reg. wdths. & lgths.; FAS, qtd. 5/8, 3/4, 5/4", reg. wdths. & lgths.; NO. 1 C. & SEL., qtd. 3/4, 4/4, 6/4", reg. wdths. & lgths., all band sawn. TURNER-FARBER-LOVE CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

FAS, NO. 1 C., tupelo, 4/4". BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

FAS, tupelo, 4/4", 6" & wider; NO. 2 & 3 C., 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 COM. & BTR., qtd. black; FAS, tupelo, 4/4"; NO. 1 C. & BTR., tupelo, 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 2 C. & BTR., pl. & qtd. black, 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, qtd., black, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, pl. white, 4/4", 6/4", reg. wdths. & lgths., yr. dry; NO. 1 C., pl. white, 4/4", 6/4", reg. wdths. & lgths., yr. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

FAS, tupelo, 4/4". RICHARDS HDWD. CO., Memphis, Tenn.

HARDWOODS FOR SALE

HACKBERRY

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

HEMLOCK

NO. 3, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

MERCH., 2x4" & wider, 4 & 6' long; MERCH., 1x4", 8-16' long, strips. J. W. WELLS LBR. CO., Menominee, Mich.

HICKORY

FAS & NO. 1 C., genuine 8/4", fine stock. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

LOG RUN, pecan, 6/4, 8/4". BELLGRADE LBR. CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4", reg. wdths. & lgths., 2 yrs. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/4, 6/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

LOG RUN, 6/4, 8/4". SHARPNACK LBR. CO., Huntington, W. Va.

LOCUST

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

MAGNOLIA

NO. 1 & 2 C., 4/4, 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4, 6/4", reg. wdths. & lgths., 10 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 10 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

COM. & BTR., 4/4-16/4", reg. wdths. & lgths., 2 yrs. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 8/4, 10/4, 12/4 & 16/4"; NO. 1 C., 8/4, 10/4 & 12/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 3 C., 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Indiana.

NO. 2 C. & BTR., 6/4 & 8/4", reg. wdths. & lgths., 8 mos. dry. ROCKCASTLE LUMBER CO., Huntington, W. Va.

LOG RUN, 6/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

LOG RUN, 6/4, 8/4". SHARPNACK LBR. CO., Huntington, W. Va.

NO. 2 C., 5/4, 8" av., 35% 14 & 16, 1 yr. dry; NO. 2 C., 8/4", 8 1/2" av., 30% 14 & 16, 15 mos. WILSON LBR. CO., Elkins, W. Va.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4 & 8/4". GRISMORE HYMAN CO., Memphis, Tenn.

NO. 3 C., 4/4": QTD., 5/4, 6/4 & 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 6/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 & BTR., 4/4", 6 mos. dry; NO. 2 & BTR., 5/4"; NO. 2 & BTR., 10/4", 1 yr. dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

OAK—PLAIN RED

FAS, 4/4 & 6/4"; NO. 1 C. & SEL., 4/4, 5/4 & 6/4"; NO. 2 C., 4/4, 5/4 & 8/4". BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

COM. & BTR., 5/8, 3/4, 4/4". BROWN & HACKNEY, INC., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C., 4/4", reg. wdths. & lgths., 10 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". SHARPNACK LBR. CO., Huntington, W. Va.

NO. 2, 3/8", reg. wdths. & lgths., band sawn. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C., 5/4", av. 9", 50% 14 & 16, 9 mos. dry; FAS, 5/4", av. 9 1/2", 50% 14 & 16, 6 mos. dry. WILSON LBR. CO., Elkins, W. Va.

NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

ALL GRADES, 4/4", bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 6/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

ALL GRADES, 4/4", bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

COM. & BTR., 3/8, 1/2, 5/8, 3/4, 4/4". BROWN & HACKNEY, INC., Memphis, Tenn.

BRIDGE PLANK, 8/4". KELLOGG LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. wdths. & lgths., 10 mos. dry. PEARL RIVER VALLEY LUMBER CO., Hammond, La.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". SHARPNACK LBR. CO., Huntington, W. Va.

NO. 2, 1/2", reg. wdths. & lgths., band sawn. TURNER-FARBER-LOVE CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 1 & 2 C., 4/4", bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

COM. & BTR., 3/8, 1/2, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4, 5/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, & No. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., 4/4-12/4", reg. wdths. & lgths., 2 yrs. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

ALL GRADES, pl., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

ALL GRADES, R. & W., 4/4-8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 3 C., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 2 & BTR., pl. & qtd., 4/4-10/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

BRIDGE, 12/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C. & FAS, qtd., 4/4, 5/4, 8/4", reg. wdths. & lgths.; dry. FAS, pl., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., R. & W., 4/4-16/4", reg. wdths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

POPLAR

NO. 1 C., 4/4", reg. wdths. & lgths., 20 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 B. COM. & BTR., 4/4, 5/4, 6/4 & 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4", 6/4"; SAPS & SELS., 4/4"; NO. 1 C., 4/4"; NO. 2 A. COM., 4/4, 6/4"; NO. 2 B. COM., 4/4 & 6/4"; SAPS, 6/4", all reg. wdths. & lgths., 8 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

SAP & BTR., 4/4"; NO. 1 C., 4/4"; NO. 2 A. COM., 4/4". RICHARDS HDWD. CO., Memphis, Tenn.

FAS, 4/4", reg. wdths. & lgths., 4 mos. dry; SAPS, 4/4", reg. wdths. & lgths., 4 mos. dry; COM. & BTR., 8/4", reg. wdths. & lgths., 5 mos. dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

NO. 2 A. COM., 6/4"; NO. 2 B. & NO. 3 C., 6/4". SHARPNACK LBR. CO., Huntington, W. Va.

NO. 2 C. & BTR., 5/8, 16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, SAP, 5/8-4/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 5/4", reg. wdths. & lgths.; NO. 2 A. & B. COM., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4/4 & 6/4". BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

LOG RUN, 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 2 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

SPRUCE

MERCH., 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 & BTR., spruce & balsam, 2" & wider. J. W. WELLS LBR. CO., Menominee, Mich.

WALNUT

FAS, 5/8, 4/4, 5/4, 6/4, 8/4, 12/4", dry, steamed; SELS, 5/8, 4/4, 5/4, 6/4, 8/4, 12/4", dry steamed; NO. 1 C., NO. 2 C., both 5/8, 4/4, 5/4, 6/4, 8/4, 12/4", dry steamed. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

LOG RUN, 4/4", black. SHARPNACK LBR. CO., Huntington, W. Va.

BIRCH

1x4" & wider, 4 & 6' clear, 1 & 2 face. THUNDER LAKE LBR. CO., Rhinelander, Wis.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36". 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

HARDWOODS FOR SALE

ELM

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13' long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16' long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3-16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

MAHOGANY

SHEET STOCK, sliced, 1/16, 6-20, 10-16". J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SLICED, 1/28; SAWED, 1/8. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SEAT STOCK, 1/8", R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

SPRUCE

SHEET STOCK, rotary cut, 3/16, 12-37, 50-74. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

WALNUT

SHEET STOCK, sliced, 1/28", 6-12. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill. 1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, "A" 13/16, 144x28&42. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

PANELS AND TOPS ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4", G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

BIRCH

THREE PLY, drawer bottoms; also THREE PLY door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE & FIVE PLY, 1/4, 5/16, 3/8, stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY, 1/4", G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

FIR

DRAWER BOTTOMS, THREE PLY; also DOOR PANELS; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4, 3/8, stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

GUM

THREE PLY, drawer bottoms, sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4" stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 5/16", G1S, stock sizes; THREE PLY, qtd. red, 1/4", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

"A" GRADE, figured, all thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

THREE & FIVE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8", G2S, stock sizes; THREE PLY, qtd. white, 1/4", G1S, G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

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"A" GRADE, all sizes & thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

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THREE PLY, door panels; sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

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A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

FOR ANYTHING IN OAK WRITE THE FIRMS ON THIS PAGE

(*See page 51)

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write

American Column & Lbr. Co.
Brunson Building Columbus, Ohio

(*See pages 6-65-67) **Anderson-Tully Co.**
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, OHIO

OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak
These are a few of the many species of oak in commercial use

(*See page —) **J. H. Bonner & Sons**
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

(*See page 58) **W. P. Brown & Sons Lumber Co.**
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

Farris Hardwood Lumber Co.
NASHVILLE, TENN.
Quartered and Plain Red and White Oak. All
Tennessee Stock, Oak and Beech Flooring.

(*See page 31) **EAKIN LUMBER COMPANY**
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page —)

Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 41) **Hoffman Brothers Company**
Manufacturers of Veneers and Hardwood Lumber
Manufacturer Ft. Wayne, Ind.

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page —) **Long-Bell Lumber Company**
Band Saw Operators in Southern Hardwood
Kansas City, Missouri

(*See page 47) **Long-Knight Lumber Co.**
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C— (*See page 31) Triple Bands of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 8) **QUARTERED OAK OUR SPECIALTY**
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

(*See page 53) **Miller Lumber Company**
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 51) **The Mowbray & Robinson Company**
Manufacturers of Hardwood Lumber and Flooring
Cincinnati, Ohio

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, W. VA.

(*See page 7) **Pritchard-Wheeler Lumber Co.**
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

THE DEMAND FOR OAK FLOORING IS
ONE OF THE PRESENT MAINSTAYS OF
THE HARDWOOD INDUSTRY

(*See page 65) **Salt Lick Lumber Company**
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page 10) We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-BOACH LUMBER CO.
Manufacturer Seymour, INDIANA

A. B. C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Techudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

(*See page —) **Wood-Mosaic Company, Inc.**
Fine Veneers and Hardwood Lumber
Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company
33 Rector Street, New York City
Manufacturer

SALT LICK LUMBER COMPANY

Salt Lick, Kentucky

Manufacturers of

of **Eureka**
WHITE AND RED

OAK

Complete stock of
3/8" and 1 1/8"
in all
standard widths

FLOORING

FOR PROMPT SHIPMENT

MAPLE		BIRCH	
1x6" up No. 1 C. & B.	12,000'	4/4" No. 2 C. & B.	15,000'
1x10" up No. 1-C. & B.	13,000'	8/4" No. 2 C. & B.	2,000'
6/4x6" up No. 1 C. & B.	15,000'	4/4" No. 2 Common	70,000'
8/4x6" up No. 1 C. & B.	50,000'		
4/4" No. 3 Common	800,000'	BEECH	
6/4" No. 3 Common	200,000'	5/8" No. 2 C. & B.	50,000'
BASSWOOD		4/4" No. 2 C. & B.	100,000'
4/4" FAS	10,000'	4/4" No. 2 Common	100,000'
4/4" No. 2 C. & B.	200,000'	6/1" No. 2 C. & B.	100,000'

SOFT ELM—ALL THICKNESSES

EAST JORDAN LUMBER CO.
EAST JORDAN, MICHIGAN

CHICAGO

The World's Greatest Lumber
and Woodworking Center

**Maisey & Dion
Hardwoods**

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you will find something that will
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We will advance up to

\$75,000.00

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Oak, Cypress and Red Gum,
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If interested write

ABERDEEN LUMBER CO.

11 S. La Salle St.,

Chicago, Ill.

For Quick Sale BAND SAWN HARDWOODS

at our LITTLE ROCK MILL

5/4" FAS Quartered Red Gum.....	3 cars
6/4" FAS Quartered Red Gum.....	1 car
8/4" FAS Quartered Red Gum.....	3 cars
12/4" FAS Quartered Red Gum.....	1 car
4/4" No. 1 Com. & Sel. Qrtd. Red Gum.....	2 cars
5/4" No. 1 Com. & Sel. Qrtd. Red Gum.....	3 cars
6/4" No. 1 Com. & Sel. Qrtd. Red Gum.....	6 cars
8/4" No. 1 Com. & Sel. Qrtd. Red Gum.....	2 cars
10/4" No. 1 Com. & Sel. Qrtd. Red Gum.....	1/2 car
12/4" No. 1 Com. & Sel. Qrtd. Red Gum.....	1 car
5/4" FAS Quartered Sap Gum.....	4 cars
8/4" FAS Quartered Sap Gum.....	17 cars
4/4" No. 1 Com. & Sel. Qrtd. Sap Gum.....	1 car
4/4" FAS Plain Sap Gum.....	1 car
6/4" No. 1 Com. & Sel. Plain Red Gum.....	1/2 car
5/4" FAS Quartered White Oak.....	1 car
8/4" No. 1 Com. & Sel. Qrtd. White Oak.....	1/4 car
4/4" FAS Qrtd. Figured Red Gum.....	10,000'
5/4" FAS Qrtd. Figured Red Gum.....	10,000'
4/4" No. 1 Com. & Sel. Qrtd. Fig. Red Gum...	2 cars
5/4" FAS Plain Figured Red Gum.....	3,000'



E. L. BRUCE CO.

MEMPHIS

TENNESSEE

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

**Michigan Hardwood
LUMBER**

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

Von Platen-Fox Co.

Manufacturers of

Fine Northern Basswood
Birch, Elm and Maple Lumber

FOR SALE—HARD MAPLE

1x4" Sap Strips	32,000'	10/4" No. 1 Common.....	50,000'
5/4" No. 1 Common.....	200,000'	12/4" No. 1 & Better.....	100,000'
6/4" No. 2 Common.....	100,000'	12/4" No. 1 Common.....	25,000'

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Building

CHICAGO OFFICE
1329 Peoples Gas Building

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

4/4 FAS150,000'

Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.

4/4 No. 1 Com. & Selects.....150,000'

Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

6/4 No. 1 Com. & Bet..... 75,000'

5/4 No. 1 Com. & Bet..... 40,000'

Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

4/4 Log RunOne Car

SOUTHERN SOFT MAPLE

5/4 Log Run100,000'

(Worm holes no defect)

10/4 Log Run100,000'

(Worm holes no defect)

PLAIN RED OAK

5/4 Common & Select.....60,000'

PLAIN SAP GUM

5/8 FAS150,000'

PLAIN SYCAMORE

5/8 No. 2 Com. & Bet.....100,000'

6/4 No. 1 Com. & Bet.....100,000'

Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

5/4 No. 1 Com. & Bet.....150,000'

Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

8/4 No. 2 Com. & Bet.....200,000'

6/4 No. 2 Com. & Bet.....100,000'

10/4 No. 2 Com. & Bet..... 20,000'

12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood.

We particularly want to move

4/4 No. 1 Common200,000'

5/4 FAS 40,000'

6/4 No. 1 Com. & Bet.....100,000'

8/4 No. 1 Com. & Bet..... 50,000'

All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY & COMPANY

MEMPHIS, TENNESSEE



Vestal

for Appalachian Hardwoods

NO FLOODS

Our band mills are uninterrupted by floods or other hazards and are now busy cutting a full line of the splendid hardwoods for which this region is famous. The hardwoods of East Tennessee are granted unquestioned supremacy by buyers who appreciate mellow texture, uniform color and thoroughly dependable supply.

There are many reasons why buyers will profit by thoroughly acquainting themselves with the wonderful hardwood resources of this region, to which end this organization, offering soft textured oak, poplar, black walnut, Tennessee red cedar and other species, is in position to give a valuable measure of co-operation.

**VESTAL
LUMBER AND MFG.
COMPANY
KNOXVILLE, TENNESSEE**



Hardwood Record

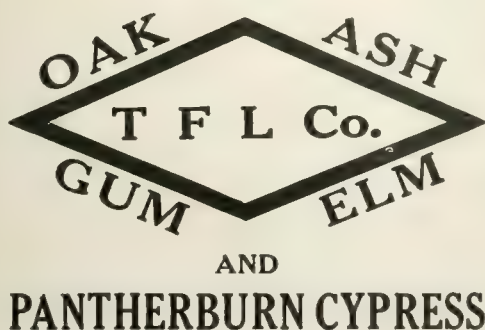
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Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, AUGUST 10, 1922

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Vol. LIII, No. 8

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(with an annual capacity of 60,000,000 feet)



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Phone: Main 1432

Producing lumber from virgin timber in the heart of the Mississippi Delta; enormous timber holdings; large yard facilities for storing a surplus for your needs during the rush seasons and convenient sales offices are some of the reasons why—

You can depend on us for prompt shipment of uniformly graded Southern Hardwood Lumber, Pantherburn Cypress Lumber, Cypress Shingles and Lath not only now, but also for years to come.

We ship straight or mixed cars.

TURNER-FARBER-LOVE COMPANY

MANUFACTURERS

HARDWOOD LUMBER AND SLACK COOPERAGE

SUCCESSORS TO

DARNELL-LOVE LUMBER CO.

RUSSE & BURGESS, INC.

LELAND STAVE & LUMBER CO. LELAND & CHICAGO

LELAND, MISS.

MEMPHIS, TENN.

MEMPHIS, TENNESSEE
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FOUR BAND MILLS
ANNUAL CAPACITY 60,000,000 FT.

CHICAGO OFFICE
1039 MARQUETTE BUILDING
PHONE RANDOLPH 7957

NEW ORLEANS OFFICE
629-630 HIBERNIA BANK BLDG.

NEW YORK OFFICE
1110 Borden Bldg.,
350 Madison Ave.

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

→ SOUTHERN HARDWOODS ←

Manufacturers and Wholesalers
of



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LOUISIANA RED CYPRESS COMPANY 218-221 BANK OF
COMMERCE BLDG.
MEMPHIS, TENNESSEE

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

HARD MAPLE

4/4x3" & Wdr No. 1 Better White.....	75 M
1x6" & Wdr FAS.....	100 M
1x4" & Wdr No. 1 Common.....	500 M
1x4" & Wdr No. 3 Common.....	600 M
5/4x3" & Wdr No. 1 Com & Btr White.....	60 M
5/4x4" & Wdr No. 1 Com & Btr.....	100 M
5/4x4" & Wdr No. 2 Common.....	100 M
5/4x4" & Wdr No. 3 Common.....	300 M
6/4x4" & Wdr No. 1 Com & Btr.....	500 M
6/4x4" & Wdr No. 3 Common.....	200 M
7/4x4" & Wdr No. 2 Com & Btr.....	300 M
8/4x4" & Wdr No. 2 Com & Btr.....	500 M
8/4x4" & Wdr No. 3 Common.....	200 M
10/4x4" & Wdr No. 2 Com & Btr.....	300 M
12/4x4" & Wdr No. 2 Com & Btr.....	275 M
14/4x6" & Wdr FAS.....	20 M
14/4x4" & Wdr No. 2 Com & Btr.....	75 M
16/4x4" & Wdr No. 2 Com & Btr.....	50 M

We specialize in thin Basswood for trunk and other purposes, supplying
stock S1 or 2S to 1/8, 3/16, 1/4, 5/16, 3/8, 7/16, 1/2, etc.

SAWYER GOODMAN

COMPANY

MARINETTE, WIS.

MANUFACTURERS



Buy and sell Hardwoods in Buffalo
where 60 to 70,000,000 feet are carried at
all times. Shipments can move quickly to
and from Buffalo by rail, lake or barge canal

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

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NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

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Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Pine & Qld. Oak, Poplar & Walnut

1100 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Buffalo Service Satisfies

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

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TENNESSEE  U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



HARDWOODS

MEMPHIS

PLAIN WHITE OAK	
1/2" FAS	242,000'
3/8" FAS	260,000'
3/4" FAS	86,000'
5/4" FAS	133,000'
6/4" FAS	97,000'
1/4" No. 1 Common	204,000'
5/8" No. 2 Common	80,000'
5/8" No. 2 Common	61,000'
4/4" No. 2 Common	92,000'

PLAIN RED OAK	
3/8" FAS	67,000'
1/2" FAS	74,000'
3/4" FAS	87,000'
1/4" FAS	69,000'
5/8" No. 1 Common	62,000'
1/4" No. 1 Common	187,000'
5/8" No. 2 Common	173,000'
4/4" No. 2 Common	53,000'

RED AND WHITE OAK	
4/4" Snd. Wormy	53,000'
5/8" No. 3 Common	184,000'
4/4" No. 3 Common	343,000'
QUARTERED WHITE OAK	
3/4" FAS	76,000'
4/4" FAS	203,000'
6/4" FAS	71,000'
5/8" No. 1 Common	87,000'
4/4" No. 1 Common	437,000'
6/4" No. 1 Common	87,000'
8/4" No. 1 Common	81,000'
4/4" No. 2 Common	85,000'
4/4" Cl. Sps. 3 to 5 1/4"	113,000'
QUARTERED RED GUM	
4/4" FAS	60,000'
4/4" No. 1 Common	192,000'
PLAIN RED GUM	
5/8" FAS	51,000'
4/4" FAS	109,000'
4/4" No. 1 Common	101,000'
PLAIN SAP GUM	
5/8" FAS	96,000'

PLAIN WHITE OAK	
4/4" FAS	110,000'
4/4" No. 1 Common	452,000'
4/4" No. 2 Common	104,000'
5/4" No. 1 Bld. Plk	127,000'

PLAIN RED OAK	
4/4" FAS	25,000'
4/4" No. 1 Common	26,000'

MIXED OAK	
4/4" No. 3 Common	207,000'

QUARTERED RED GUM	
5/1" FAS	63,000'
8/4" FAS	123,000'
5/4" No. 1 Common	162,000'
8/4" No. 1 Common	72,000'

PLAIN RED GUM	
5/8" FAS	27,000'
5/8" No. 1 Common	27,000'
4/4" No. 1 Common	177,000'
4/4" No. 2 Common	52,000'

PLAIN SAP GUM	
5/8" FAS	26,000'
4/4" FAS, 9-12" Bbds.	93,000'

4/4" FAS, 13-17" Bbds.	58,000'
3/4" No. 1 Common	46,000'
4/4" No. 1 Common	167,000'
5/4" No. 1 Common	27,000'
4/4" No. 2 Common	150,000'
5/4" No. 2 Common	213,000'
6/4" No. 2 Common	41,000'
8/4" No. 2 Common	27,000'
1/4" No. 3 Common	31,000'

QUARTERED SAP GUM	
4/4" FAS	26,000'
5/4" FAS	95,000'
6/4" FAS	92,000'

ELM	
5/8" Nos. 2 & 3 Com.	12,000'

ASH	
10/4" FAS	19,000'
4/1" Log Run	55,000'

CYPRESS	
4/4" Log Run	101,000'

Panola Lumber & Mfg. Co.
Bank of Commerce Bldg., Memphis, Tenn.

CYPRESS	
12/4" FAS & Tank	15,000'
12/4" Select	4,000'
6/4" FAS	15,000'
6/1" Select	20,000'
1/4" FAS	30,000'
1/1" Select	30,000'
4/1" No. 1 Shop	30,000'
4/4-5/4-6/4" No. 1 C...	60,000'
ELM	
12/4" Log Run	200,000'
10/1" Log Run	185,000'
8/1" Log Run	75,000'
MAPLE	
10/4" Log Run	70,000'
8/1" Log Run	30,000'
SYCAMORE	
8/4" Log Run	20,000'
1/1" Log Run	35,000'
ASH	
16/1" Com. & Btr	21,000'
12/4" Com. & Btr	120,000'
10/4" Com. & Btr	75,000'
8/4" No. 1 Common	71,000'
8/1" No. 2 Common	15,000'
6/4" No. 1 Common	21,000'
6/4" No. 2 Common	14,000'
5/4" No. 1 Common	20,000'
5/1" No. 2 Common	22,000'
1/4" No. 2 Common	35,000'
4/4" No. 3 Common	22,000'
5/8" Log Run	14,000'

Memphis Band Mill Co.

L. D. Murrelle Lumber Co.
Band Mill—BUDE, MISS.

General Sales Offices
1524 Exchange Bldg., MEMPHIS, TENN.
Manufacturers of
WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

We Specialize in QUARTERED
WHITE OAK AND POPLAR

COTTONWOOD	
4/4" BR., 9-12", 8 mo...	2 cars
4/4" BR., 13-17", 8 mo...	2 cars
4/4" FAS, 6-12", 8 mo...	3 cars
4/4" No. 1 Com., 8 mo...	4 cars
5/4" FAS, 8 mo...	4 cars
5/4" No. 1 Com., 8 mo...	5 cars
PLAIN RED GUM	
4/4" No. 1 Com., 6 mo...	1 car
5/4" No. 1 Com., 6 mo...	2 cars
QUARTERED RED GUM	
6/4" No. 1 Com., 6 mo...	1 car
8/4" Com. & Btr., 6 mo...	3 cars
PLAIN SAP GUM	
4/4" FAS, 10 mo...	3 cars
4/4" No. 1 Com., 10 mo...	3 cars
4/4" No. 2 Com., 10 mo...	3 cars
5/4" FAS, 12 mo...	3 cars
6/4" FAS, 12 mo...	1 car
6/4" No. 1 Com., 12 mo...	5 cars
QUARTERED SAP GUM	
8/4" Com. & Btr., 6 mo...	4 cars
TUPELO	
4/4" FAS, 12 mo...	3 cars
4/4" No. 1 Com., 12 mo...	5 cars
PLAIN RED OAK	
5/4" No. 1 Com., 12 mo...	4 cars
SYCAMORE	
10/4" Com. & Btr., 12 mo...	2 cars
MAPLE	
8/4" Log Run, 12 mo...	1 car
10/4" Log Run, 12 mo...	1 car
CYPRESS	
8/4" FAS, 8 mo...	1 car
8/4" Select, 8 mo...	1 car
8/4" No. 1 Shop, 8 mo...	1 car
4/4" No. 1 Shop, 8 mo...	2 cars
4/4" No. 1 Com., 8 mo...	3 cars

Johnson Bros. Hdwd. Co.

Kellogg Lumber Company

ASH	
4/4" Log Run	91,000'
8/4" Log Run	71,000'
10/4" Log Run	142,000'
12/4" Log Run	39,000'
4/4" No. 2 Common	118,000'
QUARTERED WHITE OAK	
1/2" FAS	12,000'
3/4" FAS	11,000'
1/4" FAS	20,000'
1/2" No. 1 Common	21,000'
3/4" No. 1 Common	37,000'
4/4" No. 1 Common	175,000'
5/4" No. 1 Common	15,000'
6/4" No. 1 Common	18,000'
8/4" No. 1 Common	29,000'
QUARTERED RED OAK	
1/4" FAS	30,000'
3/4" No. 1 Common	13,000'
4/4" No. 1 Common	126,000'
PLAIN WHITE OAK	
8/4" FAS	21,000'
4/4" FAS	15,000'
4/4" No. 1 Common	22,000'
8/4" No. 1 Common	136,000'
PLAIN RED OAK	
3/1" FAS	18,000'
1/1" FAS	22,000'
3/4" FAS	12,000'
3/4" No. 1 & No. 2 C...	116,000'
4/4" No. 1 Common	132,000'
5/4" No. 1 Common	50,000'
6/4" No. 1 Common	22,000'
4/4" No. 2 Common	116,000'
6/4" No. 2 Common	17,000'

Stimson Veneer & Lbr. Co.
INCORPORATED

MAY BROTHERS

Manufacturers
Hardwood Lumber

Office, Mills and Yards, Memphis, Tenn.

POPLAR	
4/4" No. 1 Common	35,000'
4/4" No. 2 Common	55,000'
5/4" No. 2 Common	14,000'
6/4" No. 2 Common	17,500'
8/4" No. 2 Common	43,000'
PLAIN RED OAK	
10/1" FAS	10,000'
4/4" No. 1 Common	27,000'
6/4" No. 1 Common	7,000'
8/1" No. 1 Common	9,000'
10/1" No. 1 Common	19,000'
4/4" No. 2 Common	17,000'
6/4" No. 2 Common	32,000'
5/1" No. 3 Common	30,000'
PLAIN WHITE OAK	
5/8" FAS	21,500'
3/8" No. 1 Common	9,000'
4/4" No. 1 Common	15,000'
6/4" No. 2 Common	6,000'
10/1" No. 2 Common	4,000'
QUARTERED WHITE OAK	
5/8" No. 1 Common	25,000'
5/4" No. 1 Common	17,000'
5/4" No. 2 Common	15,000'
6/4" No. 2 Common	12,000'
SAP GUM	
5/8" FAS	54,000'
4/4" FAS	8,000'
3/4" No. 1 Common	15,000'
4/1" No. 1 Common	17,000'
4/4" No. 2 Common	12,000'
8/4" No. 2 Common	18,700'
PLAIN RED GUM	
4/1" No. 2 Common	12,000'
COTTONWOOD	
4/1" FAS	29,000'
HICKORY	
8/4" Com. & Btr	17,000'
SYCAMORE	
1/1" Log Run	22,000'

Goodlander-Robertson

HARDWOODS

MEMPHIS

Bennett & Witte

Established 1884

MANUFACTURERS AND DEALERS

Hardwood Lumber

Good Widths and Lengths: 4 Months' Dry

4/4-6/4".....No. 2 Common	6/4-8/4".....No. 2 & Btr.
ASH DOG BOARDS	QUARTERED RED GUM
6/4-8/4".....No. 2 & Btr	4/4-6/4-8/4".....No. 1 & Btr.
CYPRESS	QUARTERED SAP GUM
4/4-6/4-8/4-10/4".....Shop & Btr	4/4-6/4-8/4".....No. 1 & Btr.
4/4-5/4".....No. 1 & No. 2	LOCUST
ELM	4/4-8/4".....Log Run
4/4-5/4-8/4".....Log Run	MAPLE
4/4-6/4-8/4".....No. 2 Common	10/4".....Log Run
4/4-6/4-8/4".....No. 3 Common	RED OAK
RED GUM	4/4-5/4-6/4".....No. 2 & Btr.
4/4-8/4".....No. 2 Common	WHITE OAK
SAP GUM	4/4-5/4 6/4".....No. 3 & Btr
6/4-8/4".....No. 2 Common	OAK
	4/4".....Sound Wormy

Chicago Lumber & Coal Co.

824 Arcade Bldg., St. Louis, Mo.

CHICAGO OFFICE.....Marquette Building
DETROIT OFFICE.....Book Building

5/4" No. 1 Com., dry.... 1 car	8/4" FAS, 3 mo. dry.... 1 car
5/4" No. 2 Com., dry.... 1 car	8/4" No. 1 C. 3 mo. dry 3 cars
QTD. RED GUM, S. N. D.	QUARTERED WHITE OAK
4/4" FAS, 3 mo. dry.... 2 cars	4/4" FAS, 2 mos. dry.... 9,000'
4/4" No. 1 C. 3 mo. dry. 3 cars	4/4" No. 1 Com., dry.... 100,000'
8/4" FAS, 6 mo. dry.... 4 cars	5/4" FAS, dry.... 18,000'
8/4" No. 1 C. 6 mo. dry. 4 cars	5/4" No. 1 Com., dry.... 60,000'
10/4" FAS, 6 mo. dry.... 2 cars	5/4" No. 2 Com., dry.... 30,000'
10/4" No. 1 C. 6 mo. dry. 2 cars	PLAIN WHITE OAK
PLAIN SAP GUM	4/4" FAS, dry.... 7,000'
6/8" FAS, dry.... 6,000'	5/4" No. 1 Com., dry.... 20,000'
5/8" No. 1 C. dry.... 20,000'	5/4" No. 2 Com., dry.... 15,000'
QUARTERED RED GUM	QUARTERED RED OAK
4/4" FAS, 3 mo. dry.... 1 car	5/4" No. 1 Com., dry.... 20,000'
4/4" No. 1 C. 3 mo. dry. 3 cars	5/4" No. 2 Com., dry.... 5,000'
QTD. FIG. GUM	PLAIN RED OAK
4/4" FAS, 2 mos. dry.... 4,000'	3/4" FAS, dry.... 4,000'
4/4" No. 1 C. 2 mo. dry. 5,000'	3/4" No. 1 Com., dry.... 40,000'
QUARTERED RED GUM	3/4" No. 2 Com., dry.... 20,000'
5/4" FAS, dry.... 4,000'	4/4" FAS, dry.... 15,000'
6/4" No. 1 Com., dry.... 7,000'	5/4" No. 1 Com., dry.... 20,000'

Rush Lumber Company

Thompson & De Fenelon

Quality
Hardwood Lumber

Mixed Cars Our Specialty
Kiln Dried or Air Dried

ALSO SURFACE AND RESAW

Office and Yard
Memphis, Tenn.

Mills
Louisiana and Arkansas

QUARTERED WHITE OAK

4/4" No. 1 Common.... 15,000'	5 1/2" Strips..... 18,000'
4/4" No. 2 Common.... 15,000'	PLAIN WHITE OAK
5/4" No. 1 Common.... 18,000'	4/4" No. 1 & Btr..... 25,000'
4/4" No. 1 & Btr., 2" to	PLAIN RED OAK
5/8" FAS, 12" & up.... 20,000'	5/8" FAS, 12" & up.... 20,000'
5/8" No. 1 Common.... 16,000'	4/4" FAS, 12" & up.... 20,000'
4/4" FAS, 10" & up.... 9,000'	4/4" FAS, 10" & up.... 9,000'
4/4" FAS..... 15,000'	4/4" Sound Wormy..... 30,000'
4/4" No. 1 & Btr..... 30,000'	QUARTERED RED GUM
4/4" FAS..... 50,000'	4/4" No. 1 Common.... 75,000'
4/4" No. 1 Common.... 75,000'	5/4" No. 1 Common.... 50,000'
6/4" FAS..... 8,000'	6/4" FAS..... 25,000'
6/4" No. 1 Common.... 25,000'	8/4" FAS..... 20,000'
8/4" FAS..... 20,000'	8/4" No. 1 Common.... 85,000'

4/4" FAS, SND..... 100,000'	4/4" No. 1 Com., SND..... 100,000'
5/4" FAS..... 20,000'	5/4" No. 1 Common.... 20,000'
6/4" No. 1 Common.... 50,000'	8/4" FAS..... 30,000'
8/4" No. 1 Common.... 30,000'	12/4" No. 1 & Btr..... 12,000'
SAP GUM	4/4" Panel & Wide No. 1.
18" & up..... 15,000'	QUARTERED BLACK GUM
4/4" Com. & Btr..... 30,000'	SYCAMORE
4/4" Log Run..... 15,000'	HICKORY
8/4" Log Run..... 5,000'	WALNUT
4/4" Log Run..... 4,000'	

The Mossman Lumber Co.

INCORPORATED

ASH	PLAIN OAK
1/4" No. 3 Common.... 75,000'	4/4" FAS..... 45,000'
COTTONWOOD	4/4" No. 1 & No. 2 C 75,000'
1/4" FAS, 6" to 17".... 39,000'	4/4" No. 1 Com. & Btr.,
1/4" No. 2 Common.... 15,000'	Sound Wormy..... 206,000'
QUARTERED BLACK GUM	MAPLE
4/4" No. 1 Com. & Btr. 15,000'	4/4" Log Run..... 75,000'
8/4" No. 1 Com. & Btr. 15,000'	5/4" Log Run..... 35,000'
QUARTERED RED GUM	3/4" No. 1 Com. & Btr. 15,000'
4/4" No. 1 Common.... 45,000'	12/4" No. 1 Com. & Btr. 75,000'
8/4" No. 1 Com. & Btr. 37,000'	MISCELLANEOUS
ELM	SYCAMORE
6/4" Log Run..... 80,000'	4/4" Log Run..... 260,000'
12/4" No. 1 Com. & Btr. 30,000'	HACKBERRY
	4/4" Log Run..... 15,000'

J. Clayton Johnson Lumber Co.

QTD. RED GUM, SND.	6/4" 1s & 2s..... 40,000'
5/4" 1s & 2s..... 13,000'	6/4" No. 1 Com. & Sel. 100,000'
5/4" Com. & Btr..... 13,000'	QUARTERED RED OAK
8/4" Com. & Btr..... 50,000'	4/4" Com. & Btr..... 30,000'
PLAIN SAP GUM	4/4" No. 2 Common.... 35,000'
4/4" No. 1 Com. & Sel. 15,000'	PLAIN WHITE OAK
4/4" No. 2 Common.... 30,000'	3/4" 1s & 2s..... 15,000'
4/4" No. 3 Common.... 30,000'	3/4" No. 1 Com. & Sel. 15,000'
5/4" No. 1 Com. & Sel. 50,000'	4/4" 1s & 2s..... 50,000'
6/4" Co. & Btr..... 35,000'	5/4" 1s & 2s..... 12,000'
PLAIN RED GUM	5/4" No. 1 Com. & Sel. 85,000'
4/4" No. 1 Com. & Sel. 25,000'	8/4" Log Run..... 15,000'
5/4" No. 1 Com. & Btr. 15,000'	QUARTERED WHITE OAK
6/4" No. 2 Common.... 100,000'	4/4" 1s & 2s..... 40,000'
QUARTERED RED GUM	4/4" No. 2 Common.... 50,000'
4/4" No. 1 Com. & Sel. 15,000'	4/4" C. & B. Strips.... 30,000'
5/4" No. 1 Com. & Sel. 25,000'	6/4" No. 1 & 2 Com.... 35,000'
	8/4" No. 1 & 2 Com.... 14,000'

Geo. C. Brown & Company

PLAIN WHITE OAK	8/4" No. 2 Com..... 14,800'
5/8" Sel. & Btr..... 15,200'	CYPRESS
5/8" No. 3 Com..... 22,100'	1/4" No. 1 & 2 Com. 121,800'
PLAIN RED OAK	4/4" Pecky..... 57,150'
4/4" No. 2 Com. & Btr. 18,500'	5/4" No. 1 & 2 Com. 17,060'
6/4" No. 2 Com. & Btr. 169,060'	4/4" & 5/4" Shorts.... 14,500'
PLAIN MIXED OAK	8/4" No. 1 & 2 Com. 30,000'
5/8" No. 1 Com..... 4,000'	COTTONWOOD BOXBOARDS
4/4" No. 3 Com..... 54,500'	4/4" 13" & Up..... 109,900'
4/4" Snd. Wormy..... 34,500'	4/4" 9" to 12"..... 188,600'
6/4" Sd. Wormy..... 15,600'	4/4" No. 2 Com. & Btr. 285,000'
6/4" No. 3 Com..... 52,600'	5/4" No. 1 Com. & Btr. 59,600'
QUARTERED RED GUM	8/4" Dog Tds..... 381,860'
4/4" No. 1 Com. & Btr. 34,900'	WHITE ASH
QUARTERED RED GUM (Fig)	4/4" 1s & 2s 10" & Up. 12,000'
4/4" 1s & 2s..... 12,000'	4/4" 1s & 2s 6" & Up. 6,000'
PLAIN RED GUM	4/4" No. 1, 2 & 3 Com. 79,000'
5/8" No. 1 Com. & Btr. 39,800'	8/4" No. 2 & 3 Com. 134,300'
QUARTERED SAP GUM	ELM
1/4" No. 1 Com. & Btr. 13,500'	6/4" No. 2 & 3 Com. 140,800'
PLAIN SAP GUM	8/4" Dog Boards..... 62,500'
5/8" No. 2 Com. & Btr. 57,400'	LOCUST
5/4" No. 1 Com..... 8,000'	4/4" Log Run..... 23,500'
1/4" No. 1 Com..... 30,600'	

Mark H. Brown Lbr. Co.

HARDWOODS

MEMPHIS

PLAIN SAP GUM	
1" FAS. 15 17"...	75,000'
1 1/4" FAS. 15" & up	15,000'
5/4" FAS.	20,000'
6 1/4" No. 1 Common	15,000'
8 1/4" No. 2 Common	15,000'
QUARTERED SAP GUM	
4 1/4" No. 1 Com. & Btr.	75,000'
6 1/4" No. 1 Com. & Btr.	30,000'
8 1/4" No. 2 Common	25,000'
10 1/4" No. 1 Com. & Btr.	25,000'
PLAIN RED GUM	
1 1/2" No. 1 Com. & Btr.	20,000'
5/8" No. 1 Com. & Btr.	25,000'
1/4" FAS.	50,000'
4 1/4" No. 1 Common	5,000'
QUARTERED RED GUM	
4 1/4" FAS.	15,000'

1" No. 1 Common	15,000'
8 1/4" No. 1 Com. & Btr.	40,000'
PLAIN RED OAK	
5/8" No. 1 Com. & Btr.	30,000'
3 1/4" No. 1 Common	50,000'
4 1/4" No. 1 Common	100,000'
1 1/4" No. 2 Common	40,000'
OAK	
1 1/4" Sound Worey	15,000'
PLAIN RED OAK	
5 1/4" No. 1 Common	55,000'
PLAIN WHITE OAK	
1 1/4" FAS.	20,000'
1 1/4" No. 1 Common	75,000'
QUARTERED WHITE OAK	
4 1/4" No. 1 Common	15,000'
SWEET PECAN	
5 1/4" No. 2 Com. & Btr.	75,000'
6 1/4" No. 2 Com. & Btr.	80,000'
8 1/4" No. 2 Com. & Btr.	90,000'

QUARTERED WHITE OAK	
1 1/4" No. 1 Common	100,000'
1 1/4" No. 2 Common	75,000'
1 1/4" Com. & Btr.	12,000'
1 1/4" Com. & Btr.	30,000'
5 1/4" Com. & Btr.	15,000'
6 1/4" FAS.	12,000'
6 1/4" No. 1 Common	30,000'
8 1/4" Com. & Btr.	14,000'
WHITE ASH	
5 1/4" FAS.	30,000'
1 1/4" No. 1 Common	15,000'
1 1/4" No. 2 Common	30,000'
5 1/4" FAS.	15,000'
5 1/4" No. 1 Common	15,000'
6 1/4" No. 1 Common	30,000'
6 1/4" No. 2 Common	30,000'
8 1/4" FAS.	25,000'
8 1/4" No. 1 Common	35,000'
8 1/4" No. 2 Common	40,000'
12 1/4" FAS.	20,000'

CYPRESS	
1 1/4" No. 1 Shop	20,000'
5 1/4" FAS.	15,000'
5 1/4" Selects	15,000'
8 1/4" Sel. & Btr.	15,000'
8 1/4" Sel. & Btr.	16,000'

BLACK GUM	
4 1/4" FAS.	40,000'

SOFT ELM	
6 1/4" No. 2 & No. 3	30,000'

QUARTERED RED GUM	
4 1/4" No. 1 Common	50,000'
6 1/4" FAS.	18,000'
6 1/4" No. 1 Common	16,000'
8 1/4" FAS.	10,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

QUARTER SAWN SYCAMORE	
5/8" No. 2 Com. & Btr.	60,000'
4 1/4" No. 1 Com. & Btr.	27,000'
1 1/4" No. 1 Com. & Btr.	75,000'
6 1/4" No. 1 Com. & Btr.	100,000'

PLAIN SAWN SYCAMORE	
5/8" No. 1 Com. & Btr.	100,000'
4 1/4" No. 1 Com. & Btr.	60,000'
5 1/4" No. 2 Com. & Btr.	200,000'
6 1/4" No. 1 Com. & Btr.	150,000'
10 1/4" No. 2 Com. & Btr.	75,000'

LOCUST	
4 1/4" Log Run	20,000'

HACKBERRY	
5 1/4" Log Run	100,000'

HICKORY	
6 1/4" Log Run	28,000'
8 1/4" Log Run	150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

C. B. COLBORN

SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension Lumber for Manufacturers of

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL

Standard sizes on hand for prompt shipment. Special items
cut to order.

Office, Dimension Mill and Yard
Belt Line Railroad at McLean Street
Postoffice Box 795

Brown & Hackney, Inc.

QTD. FIGURED RED GUM	
4 1/4" FAS.	54,780'
5 1/4" FAS.	15,070'
6 1/4" FAS.	3,240'
8 1/4" FAS.	7,400'

4 1/4" No. 1 Com. & Sel.	48,025'
5 1/4" No. 1 Com. & Sel.	3,690'
6 1/4" No. 1 Com. & Sel.	2,240'
PLAIN SAWN FIG. RED GUM	
4 1/4" FAS.	7,480'

The Frank A. Conkling Co.

QUARTERED WHITE OAK	
Regular Widths and Length—Dry	
5/8" Com. & Btr.	50,000'
4 1/4" FAS.	25,000'
4 1/4" No. 1 Com. & Sel.	75,000'
4 1/4" No. 2 Common	15,000'
5 1/4" Com. & Btr.	35,000'
3 1/2" & thkr. Flitches, 75°	
10" & wider, green.	1 car
PLAIN WHITE OAK	
4 1/4" FAS.	25,000'
5 1/4" Com. & Btr.	40,000'
QTD. GUM, SND.	
8 1/4" FAS.	30,000'
5 1/4" Com. & Btr.	25,000'
QTD. RED GUM	
8 1/4" FAS.	20,000'

5 1/4" Com. & Btr.	35,000'
4 1/4" Com. & Btr.	100,000'
QTD. FIG. RED GUM	
1 1/4" FAS.	20,000'
PLAIN RED GUM	
4 1/4" FAS.	50,000'
4 1/4" No. 2 Common	15,000'
POPLAR	
4 1/4" Panel & Wide No. 1	15,000'
4 1/4" FAS.	15,000'
4 1/4" Sap & Sel.	16,000'
4 1/4" No. 1 Common	15,000'
COTTONWOOD	
4 1/4" Box Bds., 13-17"	14,000'
4 1/4" Box Bds., 9-12"	13,000'
4 1/4" FAS, 6" & wdr.	20,000'
4 1/4" No. 1 Com. & Sel.	30,000'

Mississippi Valley Hdwd. Co.

SALES OFFICE: Memphis, Tenn. BAND MILL: Clarksdale, Miss
Mississippi Delta Gum—The Best That Grows

PLAIN SAP GUM	
5 1/4" No. 1 Com., 2 mo.	3 cars
8 1/4" FAS, 3 mo.	3 cars
8 1/4" No. 1 Com., 3 mo.	2 cars

PLAIN RED GUM	
4 1/4" FAS, 3 mo.	2 cars
4 1/4" No. 1 Com., 3 mo.	2 cars

QUARTERED SAP GUM	
4 1/4" No. 1 Com., 2 mo.	3 cars

COTTONWOOD	
4 1/4" Box Bds., 3 mo.	10 cars
4 1/4" FAS.	10 cars

Chapman & Dewey Lumber Company

HARDWOODS

Band Mill

Manufacturers of Oak and Poplar

Our band mills are located in the heart of one of the most famous oak and poplar sections in the world. Soil conditions and topography of this region are ideal for the production of the finest possible texture in soft, even colored, mellow, and highly figured oak, and of the most desirable variety of soft yellow mountain poplar.

Our 15,000,000 feet annual production running 75% to White Oak presents a genuine opportunity to discriminating buyers to establish a dependable source of desirable stocks.

We Also Solicit Inquiries for Bill Oak

Address

Bond-Foley Lumber Company
BOND, KENTUCKY

List of Dry Stock

MAPLE FLOORING

3/8x1 1/2" Face Clear.....	1 car
13/16x1 1/2" Face Clear.....	4 cars
13/16x1 1/2" Face No. 1.....	4 cars
13/16x1 1/2" Face Factory.....	5 cars
13/16x3/4" Face Clear.....	2 cars
13/16x3/4" Face Factory.....	5 cars
1-1/16x2 1/4" Face Clear.....	2 cars
1-1/16x3/4" Face Factory.....	1 car
13/16x3/2" Face Jointed Factory.....	2 cars

SOFT ELM

8/4" No. 1 & Better.....	100,000'
12/4" No. 1 & Better.....	100,000'

BASSWOOD

5/4" Key Stock.....	100,000'
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ROCK ELM

10/4" No. 1 & Better.....	25,000'
---------------------------	---------

BIRCH

8/4" No. 1 Common.....	20,000'
------------------------	---------

SPRUCE AND BALSAM

4/4" Merchantable.....	200,000'
------------------------	----------

SOFT ELM

7/4" No. 2 & Better.....	1 car
6/4" No. 2 Common.....	1 car

HARD MAPLE

8/4" Select & Better.....	20,000'
10/4" No. 1 & Better.....	100,000'
16/4" No. 1 & Better.....	17,000'

BIRCH

4/4" No. 1 & Better.....	100,000'
--------------------------	----------

BASSWOOD

4/4" No. 3 Common.....	100,000'
------------------------	----------

J. W. Wells Lumber Co.
Menominee, Michigan

THIS PICTURE



AND

THESE FIGURES

35%..... 6"	34%..... 12'
10%..... 7"	50%..... 14 & 16'
55%..... 8" & wider	78%..... FAS
16%..... 8 to 10'	22%..... Selects

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Rhinelander, Wisconsin

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Bay City, Michigan
HARDWOOD SPECIALISTS



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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Vol. LIII

CHICAGO, AUGUST 10, 1922

No. 8

Review and Outlook

General Market Conditions

THE ASSISTANT SECRETARY OF LABOR in a recent speech in New York City expressed confidence that within the next week both the coal and the rail strike will have been settled. When such culmination of government and other efforts come about, the balance of the predictions of the secretary will without question speedily develop, namely, that the country will then have successfully and conclusively entered upon an era of splendid business and prosperity.

The fact remains, though, that the coal and rail strikes are not yet settled. In their present form they constitute an increasingly apparent menace. The southeastern district has felt the effects of the rail strike and more poignantly than other regions in spite of the fact that a large percentage of the coal comes from that section. Embargoes on freight shipments have already been put into effect on roads traversing the southeastern states and considerable stoppage of freight movement has thus resulted. Fundamentally, though, the whole country is straining at the harness in the effort to go forward and the moment the brakes as applied by the rail and coal strikes are released, the procession will move forward speedily.

Even facing these adverse influences, conditions have followed along with a very fair measure of satisfaction in the hardwood industry both as to production and consumption in lumber and veneers. Furniture manufacturers report salesmen on the roads are meeting with mediocre success primarily because of hesitancy caused by the rail strike, but orders already placed and now in process of fulfillment at the factories are calling for a considerable amount of material. Basic facts to be remembered are that stocks continue low both at mills and in the consumers' hands, and even current improvement in factory production needs immediate speeding up in orders.

One gets frequent indications of full time production at the factories in the advertisements for cabinet makers, particularly in the northern section. The producing condition at the factories are still rather spotty, being excellent in some sections and mediocre in others. However, the consuming industries are going along with every prospect of a definite era of substantial improvement just as soon as the national labor situation is straightened out.

Scientific Grade vs. Scientific Inspection

HARDWOOD RECORD IS CONSTRAINED to the belief that there is no little misunderstanding of the application of the terms scientific and technical as those terms are applied in the construction

of the Hoover plan of organization within the lumber industry. No little criticism has been born of the evident belief that the terms are meant to apply to the method of inspection, it being contended that anything which smacks of scientific or technical formulæ will be confusing and impracticable, first, because it will require the re-education of inspectors, and secondly, because such formulæ must if technical and scientific be so involved as to fall beyond the ken of the average inspector. The Hoover program in its broad sense deserves a fair hearing and such prejudicial misconceptions should be eliminated in order that intelligent judgment may be possible.

The use of the terms "scientific" and "technical" is possibly unfortunate as both terms have been applied in a derogatory sense so often as to leave improper conception of their application here. It is, though, the very essence of the Hoover program that such technical work as will be undertaken through the agency of a special engineering service shall be applied first in an investigation of the needs and manufacturing practices of consuming groups for the purpose of simplifying and then of standardizing those requirements. The matter of technical application will cease there, it being the theory behind the movement, as expressed recently by a prominent hardwood manufacturer, who has made considerably progress along these lines in his own remanufacturing plants, that "the more scientific the formulation of the rules, the less science is needed in their application."

While it is planned to begin such engineering investigation at an early date, the accomplishment of this phase of the work is at the moment all in the future and there are therefore no available illustrations which might simplify the task of describing the theory behind the movement. It is, though, the belief of those sponsoring it in the hardwood industry that grade specifications can be prepared in so simple a form as to be readily understood by anyone. These specifications will come out of the engineering study of the consuming industries in close and intimate collaboration with those consuming factories, and with proper recognition of the product of the log.

The principle on which this study will be based is that the cutting requirements of certain groups of consuming lines may be brought so closely together, in fact in many cases at present are so close together that one "cutting factor" can be applied to cover all of them. To illustrate, let us assume that the bulk of the cuttings in one certain group of industries is 48 inches (and immediately under) long and 5 inches (and immediately under) wide, and that this same group used a certain percentage of smaller cuttings, say 24 inches (and immediately under) long and 4 inches (and immediately under) wide.

The first specification might then be known as the "primary fac-

tor" and the second as the "secondary factor," and the boards be graded entirely with those two factors in mind in order to get the greatest possible percentage of utility for that specific group of consuming interests.

This illustration is used purely to help visualize what HARDWOOD RECORD believes to be the purpose behind the program of standardization. It would seem that if such a principle could be applied that there would result a classification of boards for that industry strictly minimizing waste and very closely meeting those consumers' needs. The point is, though, that the technical research and engineering investigation would be applied alone to the formulation of grade specifications and in no sense to the function of grading. To quote again from the expressions of the lumberman above referred to, "the scientist first gathers all the facts, studies the subject from all angles and then strives to reach dispassionate conclusions based upon his facts without regard to prejudice or the personal equation."

There should be no tendency to believe that anything in the Hoover program as carried through by any branch of the lumber industry will affect the character of the boards coming out of the tree. These boards will continue to have knots, worm holes, peck, shake and those other defects which grew in the tree long before the axe touched it. The inspector's knowledge of those defects would, under the Hoover program, be just as useful as before.

HARDWOOD RECORD conceives that the whole theory of this thing as far as the inspector is concerned is that he should grade a shipment of lumber sold to a consuming factory on the basis of definite cuttings pre-determined by that factory through engineering research and cutting room practices, to be correct for that individual purpose. This theory being spread to cover careful allocated groups of industries.

If the Hoover program proves capable of practicable application, it would seem to present the possibility of simplified rather than a more involved procedure for the inspector.

Mr. Babbitt's Article

IT HAS BEEN THE CONTENTION of Hardwood Record since the first talk of a basic rearrangement of hardwood grades that the proof of the pudding would lie in the hands of the consumers—that they alone hold the balance. It is therefore gratifying to be privileged to publish the article appearing on pages 13, 14 and 20 of this issue of Hardwood Record coming from the pen of an executive in the consuming field who has originated and carried forward more effort in standardization of consumption requirements than any other one man. The article by Mr. Babbitt is essentially non-partisan in its origin and spirit. His very position is guarantee of that fact and the tenor in which his thoughts are expressed leaves no room for questioning his motives.

For many years there has been a minority element in the consuming industries which seemingly has appreciated the tremendous cost of waste in the factory and the possible economic benefit as well as the contribution to the cause of conservation which would result from a more carefully prepared analysis of standardization of the hardwood requirements of consuming industries.

Mr. Babbitt has been a leading light in this group and in his affiliation with the Association of Wood-Using Industries and the Wood Turners' Association he has carried on some notable work in that direction. Therefore his ideas are based not on impractical or theoretical conceptions, but largely on actual experience, and they are as a consequence a considerable addition to a discussion of this broad problem of standardization.

Hardwood Record believes, though, that Mr. Babbitt is operating under some misconception of the functions of that organization which is endeavoring to apply the Hoover standardization program to the hardwood industry. Mr. Babbitt states the opinion that so far the general standardization conferences have gotten no further than the discussion of such serious questions as "how many angels can stand on the point of a needle?" He said, and quite correctly, that it is **facts** and **not opinions** which determine the truth and that "the facts which are required for a scientific standardization of lumber have no more connection with and depend as little upon past customs, rules and trade habits as the fact which Galileo established regarding the relation between the earth and sun were connected with and depended upon the current opinions of his day."

Mr. Babbitt gives a very strong summary of the purpose behind this whole standardization movement when he says that it requires "the facts of utility" providing the highest possible economic use of the whole of the harvest products, and that there is no short cut to this goal—no alternative to the path of thorough-going scientific procedure.

Hardwood Record agrees with Mr. Babbitt's conception of the requirements of the case, but believes that he has possibly failed to appreciate the stupendous weight of this Hoover program as applied to the lumber industry at large and the great pressure of conflicting interests which through preliminary discussions must be brought as closely as possible in accord before the final "scientific procedure" can be successfully applied. It was from the beginning inevitable that much extraneous and apparently futile discussion should be interjected into these conferences. The project offered by the Hoover program is too broad and its application too far-reaching and evolutionary to permit any other result. The tendency, though, is to get more specifically down to cases with each such gathering.

Mr. Babbitt emphasizes the necessity for a technical survey of wood uses as a basis for determining standardization requirements. The hardwood group participating in the Hoover program functioning (as it of course must in applying these principals specifically to the hardwood industry) as a separate unit, has already progressed notably and has already laid plans and started such organization as will enable it to carry through right along the lines of Mr. Babbitt's suggestion.

It would seem well for the manufacturing group in its investigation and standardization efforts to take cognizance of such work as has already been effected in this same direction, and bring about as close a working arrangement as possible with the organizations with which Mr. Babbitt is identified. His article is distinctly instructive and illuminating in its exposition of the consumers' slant on this broad question.

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Utility Standardization

By William A. Babbitt, Secretary of Association of Wood-Using Industries, National Association of Wood Turners, Inc.

Editor's Note It is proper to carry with Mr. Babbitt's illuminating article a copy of the letter of transmittal which accompanied it, which reads as follows: South Bend, Indiana, August 3, 1922: The enclosed contribution is offered as a constructive and friendly criticism on the program of lumber standardization, with great bluntness, but all are founded on actual experience in putting over various standardizations in connection with the wood industry.

If it should be necessary for you to make editorial comment, would it not be proper to state that this article is merely an amplification of the doctrine of scientific standardization which I have advocated from the outset? This seems to me especially important, as I hold no brief for the American Hardwood Institute, any more than for the National and all

other hardwood associations. This morning I received a letter from the Institute which shows that they are also promoting the idea of scientific standardization, without what might seem to be due consideration for the well-known position of the Association of Wood Using Industries and its Standardization Committee.

Owing to the comment I have made re National Hardwood Inspection Rules, it would be very kind of you to forestall any false impression regarding the same. The National has done all that has been done so far in supporting with inspection rules our standardization work.

Very truly yours,

W A B B I T T

(Signed) William A. Babbitt

Two short years ago, and lumber standardization had only to be mentioned to raise a laugh more or less derisive. Today, even the most hardboiled of old-timers realize that lumber standardization is the one urgent, perilous and unavoidable task confronting the whole circle of industries which depend on the forest harvest. Practically all the great associations of lumber manufacturers have gone on record in favor of this project. The Department of Commerce and the Department of Agriculture have joined hands to assist the lumbermen to secure early and thoroughgoing results. Several conferences of nation-wide scope have been held, others are in preparation, and the standardization mill is humming with business—or at least vociferous with the shouting of orders more or less contradictory.

What's the Matter?

Something is wrong. The writer's diagnosis may be entirely mistaken, but the issues at stake are far too momentous to permit the writer or any other patriotic business man to keep silent for fear of seeming impertinent for venturing to speak. It is no pleasant situation which compels one to differ fundamentally with the many eminent leaders in the present movement. Therefore, I might as well let the worst be known, and give the reasons afterward. The present program of lumber standardization is off to a false start. The discussions, which have so far been recorded, remind one strangely of the "Schoolmen" of the Middle Ages, who used to gather in conventions and discuss in all seriousness questions of opinion, such as: How many angels can stand on the point of a needle? The discussions were bitter battles of opinion; and, one year with another, the majority opinion so varied that to this day we have no certain and reliable information on this important subject. If these old boys of an age long dead had got down to cases and secured a properly pointed needle and then assembled a bunch of angels, and made a working test run, they would have secured real information which would be interesting even to this unromantic generation of sawdust makers. We would not laugh at them. We would be keen to follow their example. On the other hand, if they could not get the bunch of angels together, they would have still secured valuable information, viz., that the question could not be answered until some way could be found to make a real test. Until the test is made nobody's opinion matters, and anybody's is as good as another's.

The discussions of lumber standardization to date have been to a marked degree schoolmen's battles of opinion, hardboiled, sectarian, unscientific, somewhat obscured by jealousies of leaders; and as futile as a means of finding out the truth about this great urgent issue as the wordy wars of the pious monks of long ago—and for the same reason. It is facts, not opinions, which determine the truth.

It would seem to be highly important at every stage of the Standardization Program to remember that the facts which are required for a scientific standardization of lumber have no more connection with and depend as little upon past customs, rules, and trade habits as the fact which Galileo established regarding the relation between the earth and the sun were connected with and depended upon the

current opinions of his day that the earth was square and that the sun revolved around in the solid firmament above the solid, four-square earth. How far astray the opinions of the past may lead us will appear later in this discussion. What this standardization must have is the facts of UTILITY—the highest possible economic use of the whole of the Forest Harvest. Production and sales programs must conform to this economic demand. There are no short cuts to this goal. There is no alternative to the path of thoroughgoing scientific procedure.

Standardization by Changing the Rules

One of the most highly regarded methods of reforming political and civic conditions which have become intolerable is to change the rules of the game. We shorten or lengthen the terms of office, introduce initiative and referendum, extend or narrow the functions of one set of officials, and correspondingly increase those of the others, appoint city managers, gerrymander the boundaries of political units, buy street railway systems, etc., ad infinitum, in most cases finding that our efforts to escape one set of evils have thrown us into a different and worse situation. In all cases, whether or not the result desired shall be attempted by making this or that change in the rules, the issue is finally determined by opinion. While the contest is on, the air is full of great gobs of facts, which are used to bolster up this or that opinion, but almost never establish the truth, which alone can guide men to right judgments. With the records of the project to date before us, is it possible to escape the conclusion that the whole plan is simply one more futile effort to secure a great and necessary reform in the wood industry by the old and barren expedient of changing the rules of the lumber section of that industry?

In proof of this contention, one has but to read the records of all conferences so far held by the parties at interest in this great enterprise. Two stages have been passed through already, as a matter of formality. As a matter of fact, there are few indications that the original position has been to any practicable degree surrendered.

The Original Position

The fundamental position of nearly all organizations of lumbermen is that while no doubt the rules of all other associations are more or less defective (probably more) the rules of that particular association are as near perfect as human skill and wisdom can make them. So strongly is this position held by one great lumber association that it was not represented at the recent Standardization Conference in Chicago, held within a few blocks of its headquarters; while another great lumber association endorsed the inspection rules of this nonparticipating lumber association as their final authority.

Now the writer does not wish to be understood as criticizing the position of this lumber association. If standardization of lumber is to be obtained by merely writing new rules, then this lumber association has taken a sound position in sticking to its old rules, and staying out of the Chicago conference. Reference is made to this outstanding case because it illustrates why the project of lumber standardization, as now organized, is futile. It is essentially an

effort to bring about a needed reform BY CHANGING THE RULES OF THE GAME; and every man is entitled to say, and nearly all conservative men *will say*, "the old rules are best." Every one of us knows the unscientific character and clumsiness of the English system of weights and measures. Nevertheless scarcely one of us would vote for or assist in the adoption of the metric system in our own business. We will think and work in inches and feet forever amen.

The Second Position

At the Chicago conference, there was offered an advance over the situation which developed in Washington. A meeting ground was offered by using the studies of the United States Forest Service, as to uniform grading rules for soft woods. Whether this new basis will be generally acceptable is decidedly a question. At all events the Chicago conference was not sufficiently representative of the Lumber Industry to be a criterion. The possibilities are very great.

The Missing Factor

The missing factor in all these deliberations, so far, is summed up in the word utility. Whether or not standardization of lumber and other commodities is a constructive or destructive program depends entirely upon the relation of such program to utility. Like fire, standardization is a good servant, but a bad master. Any standardization which does not clearly serve a sound economic purpose is always dangerous and probably vicious. Furthermore, the burden of proof rests upon the proposed standardization, rather than upon existing practices. This burden of proof must be met not only with respect to the project as a whole, but also with respect to the particulars of the project. The utility, the net usefulness to the commonwealth, is the Court before which every standardization project must be haled and tried.

To illustrate how far the Lumber industry is from this basic requirement, I recall that a large part of an afternoon session of the Chicago conference was spent on the question of whether a finished one-inch board should be 25 or 26 thirty-seconds of an inch in thickness; so to speak, whether 25 or 26 angels could stand on the point of a needle. Not once was the question broached as to whether the whole question of thickness was not arbitrary, and whether a check up would not show that neither thickness was soundly utilitarian and economic.

In the same class, comes the noise made so loudly by the architectural fraternity against the standardization of millwork. It is not improbable that a careful analysis of the demand for mouldings—let us say—will show that architectural specifications which run outside the established designs for mouldings may be as much as five percent of the total footage annually consumed. The writer sign an original and meritorious special moulding. The truth about these and thousands of similar questions will not be found by swapping opinions, but by rigorous scientific investigation of the actual doubts that it is as much as two percent. Furthermore, some veteran millmen claim that not one architect in a hundred can detect.

The Missing Viewpoint.

Not less striking than the "missing factor" of utility as the guide of standardization, is the relatively complete absence of the economic viewpoint. I do not mean to suggest that the economic point of view is not present in the minds of business men. However that may be, it is certain that few realize that back of this attack upon the problems of marketing lumber—of which the naming and marking of clearly determined lumber grades is only a detail—is the irresistible urge of a new economic age. For lumbermen, this new economic age is appalling. We face reserves fast diminishing both in quality and quantity; we face new and permanent higher levels of cost from stump to paid invoice. Wallace and his forest service, Hoover and his "simplifications" division, and so on down the line are not responsible for this attempt to adjust the program of the lumber industries so that they will conform to economic law and escape destruction. They are but watchmen warning us before it is too late. To quote Grover

Cleveland, "Gentlemen, we are confronted by a condition not a theory."

What Is the Matter with the National Hardwood Grading Rules?

The writer raises this question with regard to the National Hardwood Inspection Rules, because they represent probably the highest development of lumber inspection rules, to the best of his knowledge and belief. The answer to the question, "What is the matter with the National Hardwood Inspection Rules?" can be put in a few words. The National hardwood inspection rules send to the junk pile at least four boards out of every ten that fall from the saw. All of No. 3 common and part of No. 2 common are locked behind economic barriers which did not exist when this great system of inspection rules was developed. It is with a feeling of profound regret that truth compels us to accept the verdict that the hardwood inspection rules are in direct opposition to economic law, and that their operation under new conditions has brought the hardwood industry into a position of extreme jeopardy. Furthermore they develop now such an enormous waste of lumber that federal interference would probably be legal as well as justified. It was a monumental bridge which the National hardwood inspection rules built between the producer and consumer the world over. It used to carry all the traffic originated by the hardwood mills of all America, but now it sags under the load, and can only carry 60 per cent of that load. So the old bridge must progressively make way for one that will handle the traffic of the new era, and make way without interrupting that traffic.

Rebridging Niagara Gorge.

Eight or ten years ago it became necessary for the Grand Trunk Railway to remove the famous suspension bridge over the Niagara Gorge, to make way for a structure which would carry modern rolling stock. The new structure was not a suspension bridge, but a cantilever. Nevertheless the new type of bridge was built in and around the old, beautiful structure in such a way that traffic was never interrupted. One day the new structure was complete and the old bridge was gone; but the commerce of the world flowed on uninterrupted during the great transition.

Rebridging the Market Gorge.

Most of us are agreed that the old bridge between producer and consumer, built of our sundry and various systems of lumber grading rules, is antiquated and unsafe, and must be replaced. This bridge has been tinkered and repaired to the limit, and must be junked. But the process of installing the new structure and tearing out of the old must go on, at equal pace, in order that the commerce of the world may flow on uninterrupted during this great transition.

A Task of Years of Scientific Work.

It has taken us fifty years to complete the old bridge, which the new world-wide economic situation made obsolete almost overnight. Its replacement is no job for hasty hectic conference of jealous, alarmed, and suspicious lumber groups. It is a task of years of scientific work. Each member of the new bridge must be a proven member, shown by test to be able to carry its share of the great load, before it is placed in position. Is it not obvious that the adoption of any ready made or hastily made standard inspection rules for all lumber products should be regarded with suspicion? Is not the job too big, and the hazards too great to warrant the acceptance of summary proposals along this line? Have we not already in hand all needed evidence to convince us that the structure which we must now erect must be a new type, and that the plans of the old bridge cannot be revamped for this structure?

The Basic Engineering Problem.

Like many another major operation, the basic problem of this structure is very simple and easy to understand; while the application of the principles will task all available skill. The final solution of the problem of lumber standardization requires no more and no less than for the lumber producer to furnish what the lumber consumer requires, subject to such conditions as are necessary

(Continued on page 20)

Michigan Hears Institute Story

Members Michigan Hardwood Association Receive Earnest Address by C. H. Sherrill—Appoint Amalgamation Committee—Old Officers Re-elected

The members of the Michigan Hardwood Manufacturers' Association met at the Hotel Statler, Detroit, Wednesday, July 26, in the sixteenth annual meeting. There were many matters of supreme importance to the Michigan organization, the question of proposed amalgamation of the Northern Hemlock and Hardwood Manufacturers' Association involving a single office to be maintained at Chicago being considerably discussed. This activity resulted in the appointment of a committee composed of W. L. Martin, Sheboygan; Geo. C. Brown, Cadillac; W. L. Martin, Traverse City; John Wentworth, Bay City. This amalgamation committee is to meet with a similar committee appointed from the Northern Hemlock and Hardwood association to determine whether or not the plan is feasible and desirable, and secondly, what steps are necessary if it is decided to make the change.

In order to provide sufficient funds for this and similar work, it was decided that the officers are authorized to levy an assessment of three cents a thousand feet sales for the lower peninsula, and one and a half cents a thousand feet sales for the upper peninsula, with minimum assessment of \$100 per member.

Re-elect Old Officers

The association went on record in the matter of officers for the past year by re-electing the entire slate for the coming year. Thus F. O. Barden, Boyne City, becomes president; W. N. Wrape, Bay City, first vice-president; J. L. Colby, Cadillac, second vice-president; George C. Brown, Cadillac, treasurer; J. C. Knox, Cadillac, secretary.

The Secretary's Report

The address of J. C. Knox was most interesting and instructive. Secretary Knox reviewed the history of the organization since it was organized at Ottawa Beach in August, 1906. In reference to the activities of the association he referred to monthly statistical reports of stock shipments, production, etc., the monthly woods, mill and yards average wage report. He stated the stock report of July 1 showed a complete list of stock of members as of that

date, revealing 50,000,000 feet less unsold hardwoods than a year ago.

Mr. Knox referred to the July 1 cut in railroad rates, making the observation that this is insufficient to place rail rates in line with other reductions, referring to the fact that as representing the association he had found it necessary to intervene in southern rate cases and appeared before the Interstate Commerce Commission at Washington on April 28 in order to get into the records the needs of the Michigan shippers of hardwoods for reduced rates as compared with rates effective from competing territories. He pointed out the other matters of importance to come before the meeting.

Saunders Reports on Standardization

President Barden then called upon W. L. Saunders, Cadillac, for a report of Standardization Conferences at Chicago and more latterly at Washington. Mr. Saunders spoke as follows:

On the committee for the lumbermen's interest would be John W. Blodgett, John H. Kirby and C. A. Goodman, for the manufacturers; the president of the national retailers' association, president of the national wholesale association [American Wholesale Lumber Association was meant], and a representative of the engineers and representative of the architects.

They had a bunch of engineers at Madison who instigated another set of rules that are going to change the entire lumber business. These young fellows that never saw a log busted open, I don't think, still they are going to tell us how the lumber is going to be graded. These rules are all submitted for adoption, and are held in abeyance for this future conference.

Now when we were in Washington the west was there very strong, and they adopted almost all sizes. There were just a few they could not agree upon and referred back to the convention. Those same sizes were taken up at Chicago and busted, because the south was there strong and the west was not. Somebody some time, whether an engineer or architect or wholesaler, has got to get close enough to the others to say whether a 2x4 shall be 1 3/4 x 3 3/4 or something else. Somebody has got to say that, and when it is said, it is going to be standardized by the government and the engineers of the country will adopt that as a standard.

As far as sizes are concerned I don't know as we are interested on hardwoods. I have taken the position on hemlock that as far as possible we are supplying the size that the trade wants. As to hardwoods I have said that they don't go into the building to any extent; "I don't want to take your time and don't want you to take mine." We will give our customers what they want and don't want any one else to bother us; and from now on I don't think I will spend much of my time in this standardization project. It is a matter for the builders to get together on. The south wants thicker lumber if they can get it because their haul is shorter and it looks like a competitive advantage. On the other hand the consumer's interest must be looked after. I think it questionable whether he wants it thick or thin.



F. O. Barden
President



J. C. Knox
Secretary



W. L. Saunders
of Cadillac, Mich.

Endorse Forestry Committee

Herman Lunden of Bay City, Mich., made an interesting and earnest appeal to members for more active interest in the questions of forestry, taxation and reforestation, mentioning that the lumbermen of all people are vitally interested. Mr. Lunden expressed the thought of Chief Forester Graves of the United States that the primary essential in reforestation is to prevent forest fires. There was considerable discussion of Mr. Lunden's speech, Roy Richardson advocating forestry practices and reforestation but strictly as a civic, state or national project and not as a private undertaking. He suggested that the state purchase potential forest lands and pay for them in bonds of long maturity.

Mr. Lunden interjected the thought that the matter of supreme importance at the moment involves the probability of strict and possibly unjust forestry and taxation law, requesting that the whole influence of the lumber industry be placed behind his committee not for the purpose of gaining unfair and undue advantage for lumbermen, but merely to forestall any radical or unfavorable taxation. The matter was finally left to Mr. Lunden with full support of the membership.

Walter N. Wrape, Bay City, reporting for the maple advertising committee, said that that body is about to employ an expert for the purpose of exploiting northern hardwoods, his activity to be confined not only to maple but to include birch and beech as well. He stated this man will be at work within sixty or ninety days.

C. H. Sherrill Addresses the Meeting

The usual attractive luncheon was served at adjournment of the formal session, the chair calling upon Mr. Sherrill after luncheon had been consummated. Mr. Sherrill expressed his appreciation of the opportunity of personal contact, saying:

"It is unfortunate there has been a rift in the present progressive program among the hardwood manufacturers who are at present affiliating with different associations. I fear the language that I used at the memorable standardization conference held in Washington the week of May 22, 1922, has been misquoted and in that event it is easy for me to understand why there should be some unfavorable criticism regarding same. But those of you who have taken the time to read the verbatim stenographic report of that Washington conference, cannot misunderstand the English that I use which is thoroughly expressive of my thoughts and my position even until this present moment. Concretely speaking, it was to this effect that I heartily endorsed the program so ably set up by President J. W. Blodgett of the National Lumber Manufacturers' Association in his opening address after calling the Washington conference to order, and also, by the splendid review of the necessity of the hour given to the conference by the Secretary of Commerce Mr. Hoover, of the real need by the lumber industry as a whole of taking such actions as would allay public opinion in its destructive criticism with respect to the complicated method employed in establishing the nomenclature and specifications covering quality, grade marking, to protect the purchaser, all of which is to so simplify the merchandising of lumber that even the inexperienced could understand in a comprehensive manner the character of material desired for application to which it might be intended."

Government Will Endorse United Program

Mr. Sherrill appealed primarily from the viewpoint of the laymen who being unfamiliar with the manufacture, merchandising and consumption of lumber are confused. He stated that it is the purpose of Secretary Hoover in connection with this movement to simplify practices in all industrial and commercial life to such an extent that the average citizen can treat freely in all items of commerce with a full understanding of what their purchase includes, and that a correct status of affairs in the lumber world can not materialize unless all manufacturers of wood standardize all items of common interest which can only be brought about when all manufacturers enter into this progressive program, and "sit in conferences until a practical simplified set of grading rules and practices can be prepared and presented to the Department of Commerce for endorsement, which will be given when the entire

lumber manufacturing industry unites in the presentation of such a document to Secretary Hoover."

Mr. Sherrill stated that no question of mutual interest can appeal alone to manufacturers of hardwoods, western woods or any other forest production. Under this category he instanced reforestation, timber conservation, manufacturing, conservation, logging problems, sawmill, railroads, labor costs, supply costs, selling cost problems, and many others. He said:

"To my knowledge up to date there has not been a hardwood manufacturing organization national in scope through whose offices we could seek for all statistical information that is of vital importance to the manufacturing industry including statistics as would cover stocks on hand and any other information that is strictly within the law that we can have and should have in order to intelligently manufacture and merchandise our lumber."

He then went on to say that while the regional association would have a distinct part in the picture, full satisfactory statistical results can never be accomplished without one national clearing house for general hardwood information. Furthermore, according to Mr. Sherrill, a proper presentation to the public with consequent benefits can never be made without a united industry. He said that with a common set of inspection rules, equalized and simplified, open to non-members as well as to members on practically the same basis, all of which the major portion of manufacturers of the United States endorse, the hardwood industry can count upon the full endorsement of the government department in further carrying on the work, thus giving to the industry a stamp of approval sanctioned by the United States government.

Will Not Scrap Present Rules

In explaining the grading rule plans of the Institute, Mr. Sherrill said: "Our plan is to continue the use of the same inspection rules we have been using, to build up our inspection service fast as possible with as high a class of men as we can obtain."

He here interjected the remark that proponents of present systems of inspection rules have argued that there is no objection on the part of the lumber manufacturer and consumer and for this reason they should not be changed in any way.

Cites Consumers' Objection to Present Rules

Mr. Sherrill expressed the opinion that this opinion is not in accord with the facts, citing various points to bear out his arguments. The most pertinent of these was the statement issued by the National Council of Furniture Associations on July 15 in reference to rejection of the recently adopted sales code of the National Hardwood Lumber Association. This statement was carried in full in HARDWOOD RECORD's issue of July 25, on page 46. It contains the arguments presented by the National Council in explanation of its negative vote and cites those specific demands for grading rules changes as enumerated by the furniture industries.

Mr. Sherrill quoted from that report that part in which it is stated that "what the buyer wants is a standard set of grading rules that will enable him to know what to order in the way of hardwood lumber that would specifically suit his particular requirements, and having a measure of value whereby he can secure what he orders, and an inspection service based on these rules which will be a proper check against any infringement."

Further continuing his discussion of the functioning of the Institute, Mr. Sherrill stated that training school for inspectors will be established, the applicants to be selected as far as possible from young men with a certain standard of education, the idea being to try in every possible way to raise the type of men employed in inspection work and thereby raise the standard of inspection.

He further instanced as part of the function the producing, shipping and logging departments, statistical bureaus organized in strict conformity with the laws, department of trade research and expansion.

Mr. Sherrill explained in greater detail at this point his conception of the true value of statistics gathered in connection with the production and marketing of hardwood lumber. He stated

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News from the National Capital

Europe Demonstrates Value of Grade-Marking

The benefits that will accrue to the lumber industry as a result of a uniform grade-marking system will save the industry approximately \$200,000,000, according to computation of the U. S. Department of Commerce. A brochure on the subject has been prepared by Axel H. Oxholm, Chief of the Lumber Division, U. S. Department of Commerce, copies of which may be had by writing to the Department, the National Lumber Manufacturers' Association, or the Washington Representative of *HARDWOOD RECORD*, 1250-2-4 Munsey Building, Washington, D. C.

The author of the pamphlet has set forth the history of grade-marking in North Europe, and points out the benefits to be derived from it, especially in export trade. So successful has been the grade-marking systems employed in North Europe that 90 per cent of all European sawed and planed lumber intended for export, including soft and hardwoods, is grade-marked, it is stated.

In countries where grade-marking is established the lumber business is on a much higher level and the price level is more evenly maintained, it is stated. Discussing the subject of grade-marking, as already established in the United States by the hardwood industry, the brochure says:

The grade marking of American lumber is confined almost exclusively to the lumber export trade by hardwood shippers. The records of the bureau show that 66 American exporters have trade-marks for their stock, but of these only 22 concerns grade-mark their lumber for export.

There is a lack of uniformity in our grade-marking systems which compares unfavorably with the practices in use in the North European countries. Our shippers usually employ stenciled brands which are placed on the face side of each piece of lumber, because the marking of the ends is usually impracticable on account of the rough trimming. However, some foreign customers prefer the grade marks stamped on the face side.

Some of the leading mills in the United States have for some years past trade-marked their lumber and it is said that the results have been satisfactory in some respects. However, the trade-marking of lumber without indicating the grade at the same time can never be an undisputed success. It is true that the trade-mark always has a great advertising value, but it does not prevent tampering with grades, and thus subjects the producing concern to many difficulties.

Advantage might also be found in this country in grade-marking lumber destined for domestic trade. While foreign countries usually mark only that wood which is exported, they do not have the great number of species of commercialized woods that are found in the United States. Consequently their system is less complicated than ours. A few cases of domestic grade-marking are found in this country at present, but these are confined chiefly to mills which turn out flooring and some hardwood specialties. It is interesting to note that shingles usually are grade-marked and handled in this respect on the same basis as other staple articles such as canned goods, cement, flour, etc. The sale of grade-marked shingles has usually been supported by a strong advertising campaign.

* * * * *

Early passage of needed forest legislation will be sought by members of the forestry sub-committee of the House agricultural committee, when the House reconvenes August 15, after six weeks' vacation. Efforts will be made to immediately begin hearings on the Snell bill, which is being supported by the Department of Agriculture looking toward increased fire protection to the forests, the extension of public forest, tree planting, etc., through co-operation of the Federal Government with State governments and private interests.

In order to facilitate the needed legislation, which the Department has notified Congress is urgent, the special subcommittee of five, consisting of three Republicans and two Democrats, will hold joint hearings on the forestry bill. By doing this, it will eliminate the need of two sets of hearings, one before the Senate and the other before the House, and Chairman G. N. Haughen, of Iowa, head of the Committee, has expressed himself as believing that a National Forest bill

and a National Fire Protection bill can be enacted into law during the current year.

The Department of Agriculture through the statistical division of the Forest Service is now preparing statistics on the annual loss by fire in the national reserves to show the economic loss through the burning of merchantable timber. These figures are to be presented to the joint committee as soon as the hearings begin.

It was stated recently in these columns that the Capper bill, which is before the Senate agricultural committee is "The Major forestry bill" now before Congress. But this was an oversight. The Chief bill, as R. S. Kellogg, Chairman of the National Forestry Program Committee has pointed out, is the Snell bill, which is before the House agricultural committee. No hearings of any kind have ever been held on the Capper bill in the present form, at least. It is virtually a dead issue since the Child Labor decision by the Supreme Court.

Two extended hearings have already been held on the Snell bill.

"The indications are," Mr. Kellogg says, "that a measure which can be passed will be reported at the session of Congress, beginning next December."

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A reduction of 1,000,000 board feet in production for the week ending July 22, compared to the same week last year is reported by the Northern Hemlock & Hardwood Manufacturers' Association. The week's production, ending July 22, 1922, was 2,577,000 board feet compared to a production of 3,587,000 board feet same week last year.

While production of the associate members shows a loss, the shipments during the week, compared with corresponding week in 1921 shows a material gain as do the orders. The shipments were: week ending July 22, 1922, 2,771,000; July, 1921, 21,191,000. Orders were 2,355,000 board feet compared to orders for 1,363,000 board feet July 22, 1921.

Total production for the first 29 weeks of this year of the association were 58 millions; shipments, 76,959,000, and orders 74,074,000, against 58,737,000 production, 44,134,000 shipments and 38,583,000 orders first 29 weeks last year.

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The American lumber industry is losing annually millions of dollars because of Congress' failure to appropriate a sufficient fund each year in fighting forest fires. Just what this loss amounts to and an estimate of how much can be saved, is being computed by the Forestry Division of the Department of Agriculture, now engaged in compiling data showing the annual forestry fire bill.

Statistics already secured showing that for every dollar spent in fire protection the lumber industry and the government could save a hundred dollars in fire loss. Figures just compiled show that during the calendar year 1921 a total of 376,208 acres of standing timber were destroyed by 5,851 fires. In 1920 421,000 acres of standing timber burned down and during the five years ending December 31, 1920, the total damage was \$85,500,000, destroying 56,488,000 acres of timber.

The Federal appropriation for fighting forest fires in 1920 was \$911,000, while the loss was \$12,400,000. The Forestry Service estimate that if the appropriation had been \$1,800,000 or 50 per cent more than it was, that the loss could have been curtailed at least 50 per cent, or approximately a saving of six millions of dollars.

Of the forest fires in 1921, the lumber industry is charged with being responsible for 211, or 3.47 of the total number as a result of "carelessness" on the part of employes of lumber and logging industries.

California's Most Majestic White Oak Tree

About sixteen miles west of Paso Robles, in San Luis Obispo county, and near the 2,600-acre ranch of the noted Paderewski, stands the biggest white oak tree in the state of California.

It is located on the "Fair Oaks" ranch, formerly known as the "Old Kentucky" ranch, owned by the Fair Oaks Land Company, of which Morris B. Ayers, a relative of the Ayers of almanac name, is president.

This famous old tree stands about 127 feet high, and its branches have a spread of 131 feet. It measures 44 feet in circumference at the ground, and 28 feet 5 inches in circumference for four feet above the ground.

The loads of acorns burdening its branches and strewing the earth beneath make it a most tempting stamping ground for the herds of cattle of the vicinity. No less than ninety-nine head of cattle and two horses have been counted enjoying its cool shade at one time, and there was still plenty of room for a quarter of a hundred more without crowding.

Standing alone, its branches literally filled with mistletoe, and its entire top trimmed with the exquisite lace moss common to that vicinity, it presents an imposing spectacle.

This choice specimen barely escaped the woodman's ax some time ago,



Monarch of "Fair Oaks."

when its owners entered into a contract with a resident of the community, by the terms of which he agreed to chop it down and work it up into stove wood for the neat consideration of \$500. When he had made all his preparations for the Herculean task, the owners relented, and it is said paid him \$100 to leave the work undone.

About two years ago this tree was entered in a contest held by a certain magazine, which sought to locate the largest white oak tree in the state. At that time it was claimed that a certain tree near Hollister, in San Benito county, outstripped it by a small margin, but the growth of this tree has been so marked during the last two years that it is now safe to say it has passed its closest competitor, and now enjoys the proud distinction of monarch of the California forest.

Its rapid growth may be attributed to its wonderful condition. The first thing that strikes the attention of the observer is the absolute absence of dead wood. Every twig and branch appears to be green and sensitively alive, and the tree as a whole gives fair promise of continued growth for a long time to come.

It was exhibited by several moving picture houses at San Francisco during the Panama Exposition as one of the wonders of California.

Praise Men Who Keep Trains Running

The Southern Hardwood Traffic Association at its semi-annual meeting at the Hotel Gayoso, August 9, unanimously adopted ringing resolutions pledging its support to those men who have continued their services to the public or who have accepted service under the emergency and thus made possible continued operation of the transportation system of the country, and also to the railroad executives and the public officials who are seeking to continue operation of the railroads and to protect every man in his right to work. The association in the preamble to the resolutions declared that restoration of seniority to the striking shopmen would be an indefensible injustice to those men who have made possible operation of the roads since the strike began. Copies were ordered sent to President Harding and the Railway Labor Board. J. V. Norman, attorney for the association, in a strong appeal for the resolutions, asserted that the strike must be fought out now however much it may hurt, and he was ably supported by all present.

Mr. Norman and Frank Carnahan, eastern representative of the association, both told the lumbermen that the transportation situation will become extremely critical in the immediate future even if the railway and coal strikes are settled at once and that it would probably continue so for practically the entire winter. Both urged that the

association send heads of member firms to Washington to assist in securing the hardwood industry's share of available cars on the ground that the personal equation is highly important. The association authorized the appointment of a committee of twelve to fifteen such men for this purpose and it also decided upon the appointment of a standing committee on car service as a step in the same direction. Mr. Carnahan stated that the car shortage is worse in the south than in any other part of the country which made conditions highly unfavorable for the hardwood industry. He suggested, however, that steps are now being taken to afford partial relief by sending engine men into this territory and also by diverting empty cars thereto. The membership committee reported 88 additions during the past seven months, while the report of J. H. Townshend, secretary-manager, indicated tremendous savings to shippers through the efficient service of the organization.

Joins Hoffman Brothers

Chris A. Evans, manager of the Memphis Offices of the Louisiana Red Cypress Company, left Memphis the evening of August 1 to accept a position with the Hoffman Brothers Company, Fort Wayne, Ind. Up to the time he left there, his successor had not been appointed.

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for a sound production program. The obligation of the lumber consumer, in the writer's opinion, to do his share is no less fundamental and necessary than the obligation of the lumber producer. We venture the prophecy that it will be harder for the consumers to state their wants intelligently than for the producers to supply those wants.

If this conclusion is correct, then we have a final and decisive reason for rejecting summary standardization proposals. It could be plausibly argued that lumbermen had better let the present status continue until adequate proof is in hand that any proposed standardization will break up the present economic impasse in the lumber industry. Is there any other "adequate proof" which can be offered except that any proposed standardization represents a proven, scientifically established quantity demand of known groups of consumers, and this demand conforms to sound production methods? Standardization as a general proposition is academic nonsense. But standardization on proven demand is wisdom itself.

What Next?

If I were a lumberman, I would not worry about new rules or old, right now. Inspection rules are the easiest things in the whole problem, once you have isolated the real demands of lumber consumers. Your first big job is to help your customers to discover what their real requirements are.

If I were a lumberman with 25 to 40 per cent of my stock behind impassible economic barriers, I would sit in no rules conference, I would refuse to accept the conclusions of any rules conference, unless that conference was actually (not merely nominally as now) bonafide meeting of producers and consumers of lumber, advised and assisted by the highest public and private technical staffs, and dedicated to the single purpose of putting supply and demand on a sound and simple economic basis.

If I were a lumberman, I would refuse to let the consumer "pass the buck." I would insist that he bear his full burden of the joint-responsibility of the wood industry to set its house in order. This is the sort of economic engineering which alone can design and build the structure which will span the Niagara gorge of lumber with a bridge able to carry the vast loads of the new age.

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that while statistics of the northern woods are invaluable to northern operators, and statistics on southern woods are invaluable to the southern operators, it stands to reason that such interchange of statistics as are freely allowed under the law, will serve the purpose of tremendously increased importance if this interchange is carried on among manufacturers of competing woods.

Southern Pine Operators Big Factors in Hardwood.

Mr. Sherrill interjected a further thought having to do with the matter of personnel within the hardwood manufacturing industry. His reference was to the tremendously increased importance of the position occupied by southern manufacturers who until now have been primarily or exclusively interested in the production of yellow pine. He cited six or eight outstanding examples in this connection showing that these firms own and control anywhere from 300,000,000 to 800,000,000 feet of hardwood stumpage. In this connection he referred to an editorial entitled "Changing Relations of Southern Pine and Hardwood," appearing in a recent issue of the New Orleans Lumber Trade Journal.

Describes Institute Progress.

Quoting further from Mr. Sherrill, he said:

We have already employed an engineer and we expect to have him working among the hardwood mills learning first the best results to be obtained from the log to the manufacturer and when this program is well in hand, we expect to expand this engineering department to the extent that we can cover the entire consuming field to see how we can meet their views and give the satisfaction that is necessary to give to satisfy all concerned. We do not intend to start this work today and stop tomorrow, but it shall be continued until we have done our whole duty in connection with this great progressive movement seeking to equalize and standardize lumber.

Many humiliating incidents have transpired in the past six weeks,

but those who have been the major sufferers have been willing and are now willing to suppress and subdue their own personal feelings, believing that as I expressed at the Washington conference the week of May 22nd, "The brains of the industry are earnestly seeking ways and means by which we can unify our efforts to bring the entire hardwood industry into one common thought, which is to do our full duty as a part of this great program to equalize, standardize and simplify the practices of the lumber industry of the United States to such an extent that it will be pleasing to all within the trade, the consuming public and the public at large.

He closed with the following remarks:

To this end I most cordially invite all of you or any of you to come into fellowship with the members of the Hardwood Manufacturers' Institute, who will receive you with open arms and with a glad heart and a receptive mind for any suggestions, criticisms or advice that you may have to offer that will help to make a complete picture of the manufacturing industry of the United States, in its efforts to make as nearly as possible perfect work of this most important question now before us for consideration.

Pertinent Information

French Market for American Hardwoods

Before the war the French forests furnished annually an average of 707,612 M board feet of hardwoods, not including mine props. An additional 254,232 M board feet came from trees planted as hedges on farms and along the roads and canals. The total annual production of hardwoods was, therefore, 961,844 M board feet. The present French productive capacity of hardwoods is estimated at 847,440 M board feet annually—a decrease of 114,404 M board feet, as compared with pre-war years. This decrease is due principally to the fact that during the war the French forests had to furnish the deficit incurred because of the difficulty in importing hardwoods from abroad. The figures given do not include Alsace and Lorraine. The production of those regions is not even sufficient for local needs. The consumption requirements will, accordingly, constitute a further drain (not especially important) on the national forest resources.

Use of Hardwoods in France

By far the greater part of the hardwood production consists of oak. The uses for oak in France are numerous. In former times beams and rafters, as well as interior woodwork in houses, were principally of oak, much of which is still in service. Oak is now used to a very large extent for furniture making and in making doors, windows and floors.

Certain quantities of birch, beech and elm are also produced. Beech is used considerably for furniture, especially bent-wood furniture, and also for railway ties, while birch is employed to some extent as a plywood and also in the construction of aeroplanes.

Rather large quantities of elm are used for making wagon and automobile bodies, and much mahogany, okoumé and rosewood are imported from the French colonies and protectorates, principally for use in furniture making.

Although France has been importing wood from its colonies for a long time, those imports have been confined to only a few species, and the quantities have been rather small. Earnest efforts are now being made by the government and by individuals interested in colonial woods to increase their consumption in France. However, it does not seem that the importation of hardwoods from the colonies will have a marked effect on imports of foreign hardwoods for some years to come.

American Woods in Demand in France—Prices

France normally offers a market for American hardwoods, such as oak, hickory, walnut and gum. Certain quantities of beech, birch, maple, yellow poplar and chestnut could also be imported. However, the principal imports from the United States consist of oak and gum. This does not include oak staves, of which imports from the United States are very large.

At present the French market for all sorts of imported wood, especially hardwoods, is dull. From all indications it is apparent that the fullest possible utilization is being made of the French hardwood resources. Brokers report that the demand for both imported and domestic hardwoods is erratic and intermittent, and the abnormal conditions tend to keep stocks back.

The principal activity in American hardwoods at the present time is in sap gum and red gum. Sap gum, 1st and 2nd, is selling at \$60 per M superficial feet. Red gum, 1st and 2nd, is sold at \$115 per M superficial feet, while No. 1 common is offered at \$78. Some business is being done in oak and also in poplar logs from the United States, but other American hardwoods show little activity.

While there are signs of improvement, the business depression continues to retard buying. Imports from the United States, but other American hardwoods show change, the tendency being to draw on native resources to as large an extent as possible and to import from countries where the exchange is favorable. Large quantities of wood, especially oak, are reported to be now coming to France from Czechoslovakia, while certain quantities of wood are also being purchased in Poland.—Lumber Division, U. S. Commerce Reports.

Your Source of Supply

may not be a serious problem right at this particular time, but it's a subject well worth your consideration.

A pronounced shortage in hardwoods is already apparent, due to the heavy rains and flood menace which have been sufficient to bring logging operations to a standstill.

The average consumer of lumber is acquainted with these serious conditions and knows that active demand continues, and that dry lumber will become more and more scarce.

Don't take any chances. Build up your broken stocks now.

We are still able to give buyers of Southern Hardwoods quick service on high grade, well manufactured stock.

PAEPCKE LEICHT LUMBER COMPANY

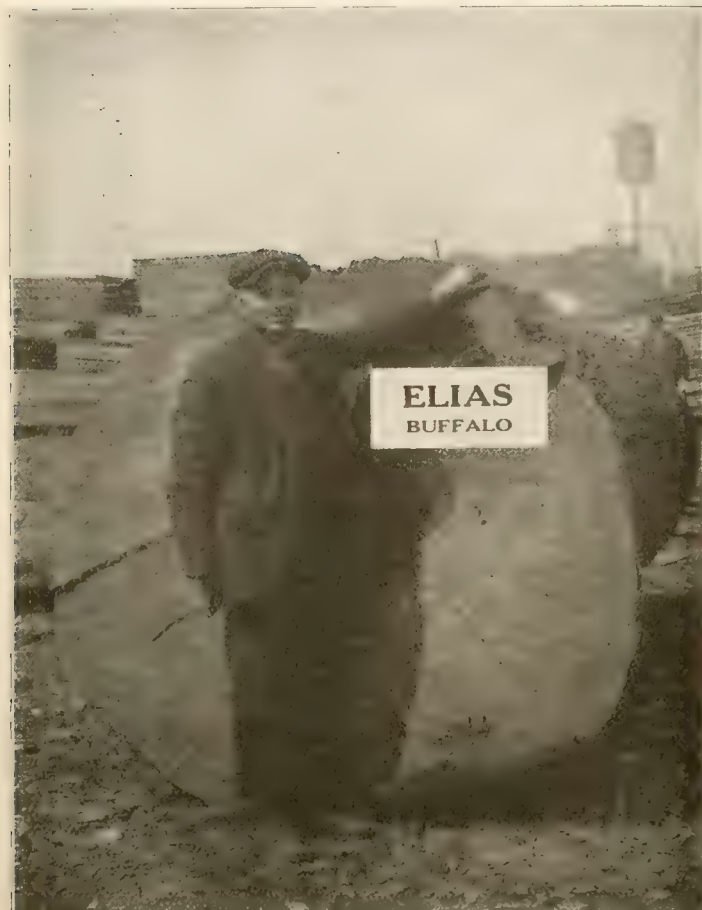
GENERAL OFFICES

Conway Building
111 West Washington Street
Chicago, Illinois

BAND MILLS

Helena, Arkansas
Blytheville, Arkansas
Greenville, Mississippi

George Washington's Hatchet Would Have Been Too Small for This Cherry Tree



If there are any who doubt that there is still big cherry timber to be had in this country the photograph of the log of this species, which was cut in Ontario county, N. Y., by G. Elias & Bro., Inc., to be sawn at their mill in Buffalo, N. Y., will reassure them. The butt of this log is six feet in diameter, as its comparison with the man standing in front of it suggests.

Forest Service Studies Michigan's Timber Needs

Michigan, which as late as 1890 led the United States in the amount of lumber cut, today produces only one-half of the timber it uses, according to an investigation on the economic effects of forest devastation there made by the Forest Service, United States Department of Agriculture.

Each year, the study discloses, Michigan cuts about 750,000,000 board feet of sawed lumber and uses twice that amount. This lumber deficit is met at present by imports from distant states; freight bills, already burdensome, increase as the timber frontier recedes before the lumberman's ax. The state's lumber shortage, according to the Forest Service, is the direct result of deforestation by fire and ax, without any attempt at replacing the original forests.

At the height of its great lumber boom, from 1880 to 1890, Michigan cut from her forests each year approximately 4,500,000,000 feet of lumber, of which four-fifths was exported to other states or countries. Ninety per cent of the cut was virgin white pine, one of the finest timber trees in America. Michigan today is practically negligible as a source of this valuable species and now actually cuts less than half as much as Massachusetts. The great bulk of home-grown timber is low-grade material, such as fuel, distillation wood, posts, poles and pulpwood. Michigan now has to depend on imports for a large part of its high-grade material, such as construction lumber and furniture and vehicle stock.

Forty years ago Michigan was cutting annually three times the amount of lumber it now uses each year. It still has, according to forestry experts, enough forest land to grow yearly more than twice its present annual consumption, but this can be done only by planting denuded land and protecting existing timberlands from fire and overcutting.

This problem is not merely of state-wide but of nation-wide importance, the Forest Service points out, because under proper forest protection and management Michigan can produce not only all the timber it needs, but large quantities for export to the treeless states. The net effect of forest devastation in Michigan, according to this study, was practically to destroy the softwood lumber industry, convert Michigan into a lumber-

importing state, and render unproductive vast areas of land suitable only for growing timber.

Clubs and Associations

Hardwood Manufacturers' Institute Announces Committee Membership

The following important announcement has come from the offices of the Hardwood Manufacturers' Institute:

The appointment of the committee on standardization and rules has been made, and in addition to the undersigned consists of the following:

- G. V. Patterson, Weiss-Patterson Lumber Company, Pensacola, Fla.
- F. K. Conn, Bayou Land & Lumber Company, Yazoo City, Miss.
- W. M. Stark, American Column & Lumber Company, Columbus, Ohio.
- C. M. Sears, Edw. L. Davis Lumber Company, Mobile, Ala.
- G. W. Allport, Long-Bell Lumber Company, Kansas City, Mo.
- W. E. DeLaney, Kentucky Lumber Company, Lexington, Ky.
- S. M. Nickey, Nickey Bros., Inc., Memphis, Tenn.
- G. W. Martin, Tremont Lumber Company, Rochelle, La.

The committee fully realizes the enormity of the task before it, but with the earnest and sincere co-operation of the membership feels confident that it can accomplish our objective and produce constructive results that will bring great benefits to the entire hardwood industry.

An adequate inspection corps is being built up, and it is hoped within a very short time to prove reasonably prompt service in the administration of association inspection. The inspectors for this department are being selected with great care, and the membership can be of great assistance to the committee if the individual members will recommend to the committee such inspectors as they know to be thoroughly competent to hold these positions.

It is hoped at a very early date to inaugurate a system of mill instruction inspection service. This plan has not been worked out in detail, but in a general way the idea is to have a chief inspector, or a particularly capable inspector employed for the purpose, visit the member mills at regular intervals, check grades, exchange ideas with the inspectors employed by the members, etc.; the purpose being to make the inspection of all the mills belonging to the Institute as uniform as possible.

The committee particularly desires the co-operation of all members in two matters, which it regards as extremely important; these are as follows:

(1) In the shipping of lumber have your inspectors use extreme care and make the lumber shipped conform to the rules of inspection of this Institute as closely as possible. The Institute through this committee expects to carry on an extensive advertising campaign, making an appeal to the consumers of lumber for their support, confidence and co-operation. If the suggestion that has been made is adopted by the membership it will be but a comparatively short time until all consumers of lumber will realize that the purchase of lumber from members of this Institute is a guarantee of proper quality and fair honest treatment, and the results that will accrue must be beneficial alike to this organization and to each individual member thereof. You can help the work of this committee tremendously by complying with this request; your failure to do this will increase the difficulty of the task that lies before us.

(2) Each individual member should make quotations only on the rules of the Institute and should accept orders on no other basis. If objections are made by the prospective purchaser, these can almost invariably be overcome by diplomatic handling. Such objections must be due to lack of understanding on the part of the purchaser, and the individual members can promote the interests of the Institute, as well as his own individual interest, by patiently explaining the principles that control the Hardwood Manufacturers' Institute and what it is seeking to accomplish. In very extreme cases, at the request of the individual member, the committee will be glad to do what it can to remove the objection of the prospective purchaser, but will do this only upon specific request, as it has no desire to inject itself into the private transactions of any of the members.

In conclusion the committee desires to state that it is organized for the purpose of serving not only the members of the Hardwood Manufacturers' Institute, but the entire hardwood manufacturing industry, and the interests of all the consumers of hardwood. It will welcome suggestions from all hardwood manufacturers, whether members of this organization or not, and of all consumers of hardwoods, and will appreciate your loyal support in the important work it has undertaken.

Yours very truly,

(Signed) B. F. DULWEBER,

Chairman Standardization and Rules Committee.

Scandinavian Demand for American Hardwoods Increases

The demand for American hardwoods in the Scandinavian markets has greatly increased during the past two months, wires the Federal Trade Commissioner to the Lumber Division of the Department of Commerce, at Washington, under date of June 30.

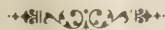
BLACK WALNUT LUMBER

We offer the following
Band Sawn, Uniformly Steamed
Ready for Immediate Shipment

WALNUT

55,000	ft. 1/2"	1s and 2s
200,000	ft. 4/4"	1s and 2s
90,000	ft. 5/4"	1s and 2s
60,000	ft. 5/4"	& 5" 1s and 2s
100,000	ft. 6/4"	1s and 2s
115,000	ft. 8/4"	1s and 2s
30,000	ft. 10/4"	1s and 2s
15,000	ft. 12/4"	1s and 2s
100,000	ft. 4/4"	Selects
55,000	ft. 5/4"	Selects
35,000	ft. 6/4"	Selects
65,000	ft. 8/4"	Selects
10,000	ft. 10/4"	Selects
280,000	ft. 4/4"	No. 1 Common
90,000	ft. 5/4"	No. 1 Common
30,000	ft. 6/4"	No. 1 Common
265,000	ft. 4/4"	No. 2 Common
95,000	ft. 5/4"	No. 2 Common
15,000	ft. 6/4"	No. 2 Common
25,000	ft. 8/4"	No. 2 Common
25,000	ft. 4/4"	Clear Strips

Unexcelled Facilities for Kiln-Drying



WOOD-MOSAIC COMPANY

INCORPORATED

LOUISVILLE, KENTUCKY

Institute Enlarges Executive Staff

The executive committee of the Hardwood Manufacturers Institute, which was in session at Memphis, Tenn., all of Saturday, July 29, made substantial progress toward putting the new organization on an effective basis.

It employed S. F. D. Meffley, formerly of the Lumbermen's Association of Chicago, as assistant secretary, and, in the language of F. K. Conn, chairman of the membership committee, placed him in "direct charge of membership, publicity, advertising education



S. F. D. Meffley

and trade extension work." He is "to carry into effect the proposed plan to secure 300 members in three months." Mr. Meffley has had wide experience in association work and the executive committee are relying largely on him to "sell" the idea of becoming identified with this organization.

The committee also elected F. F. Murray, formerly connected with a lumber publication, as engineer to work directly toward waste elimination. He is to visit consumers and to ascertain as nearly as possible what they want in the way of grades, kinds, sizes and dimensions of hardwood lumber and he is to convey this data to the manufacturers in order that they may, as nearly as possible, furnish what is required, thus eliminating waste and at the same time taking up much lost motion in the industry. His work, it is pointed out, will naturally lead in the direction of standardization.

It was also definitely decided to move the executive offices to Chicago and Secretary-Manager John M. Pritchard was requested to open negotiations at once for suitable quarters in that city. It was conservatively estimated that removal would be accomplished in sixty days or less. Mr. Pritchard will go to Chicago as head of the executive forces of the organization and C. E. Van Camp will also continue as assistant secretary. He has been with the institute ever since it was organized. Prior to that time he was assistant secretary of the American Hardwood Manufacturers' Association, and before the consolidation of the Gum Lumber Manufacturers' Association and the American Oak Association into the American Hardwood Manufacturers' Association, he was assistant secretary of the first named.

The committee also decided that three regional meetings should be held, one at Memphis for the central producing territory and one each at points in the southwestern and eastern producing territories in order that manufacturers of hardwood lumber might be acquainted with the objects and purpose of the institute and in order that they might be informed as to what has been accomplished up to this time. Since adjournment, the regional meeting at Memphis has been called for the Hotel Gayoso, August 9.

John M. Pritchard, on behalf of F. K. Conn, chairman of the membership committee, reported that 149 members had been received up to that date. This means that 72 new members have been admitted since the organization meeting at Louisville as against 77 charter members enrolled at that time, an increase of approximately 100 per cent.

All members of the committee were present with the single ex-

ception of E. B. Norman, of Holly Ridge, La., who could not get here on account of missing connections. The meeting was a very enthusiastic one and members of the committee expressed very great pleasure over the earnest manner in which the chairman and members of the various standing committees are taking hold of the work assigned to them.

Mr. Meffley has had a wide range of organization experience, having recently resigned from the secretary-managership of the Lumbermen's Association of Chicago. At the time of his appointment to the Institute organization he was business manager of the Great Lakes-St. Lawrence Auxiliary Associations, his experience having covered extensive war time work in northwestern Ohio, Chamber of Commerce and automobile club work, in addition to other activities enumerated.

In commenting on the development of the Institute plan and fabrication of this organization, C. H. Sherrill, president, made the following statement after the Memphis meeting:

"It is a well-recognized fact that an organization of similar interests can accomplish a great deal more than individual efforts of the same units. It has also become widely recognized that better results can be accomplished through an association of similar rather than conflicting interests. In every line of industry and in other branches of the lumber industry, there are strong organizations representing the legitimate and primary interests of the manufacturer. The Institute fills just that place in the hardwood industry. It has no quarrel with anyone; it does not seek to displace or destroy any established agency that promotes the steady prosperity of the manufacturer and fabricator of hardwood.

"Our policy should be frankness, friendliness and firmness, and our purpose to get together and build better markets by meeting exact market needs on a basis of co-operation with the users of hardwoods.

"I feel that it has the same right to exist as the thousands of other organizations primarily serving the interests of the manufacturers. I do not believe that the Institute has had the opportunity as yet to present to the fabricators, the manufacturers and the general public the complete and correct picture, and many individuals and firms have been prone to jump to hasty conclusions based on a distorted presentation of the facts in the case. I understand that it will be my work to so present the true facts that a complete mutual understanding will be consummated between the manufacturer and the fabricators, which will form the permanent basis for the future prosperity of all concerned."

Big Wholesalers' Organization will Probably Amalgamate

It is announced from Cincinnati, O., over the signature of John R. O'Neil, president of The Yellow Pine Wholesalers Association, that that body will probably amalgamate with the American Wholesale Lumber Association. At a meeting of the executive committee held last month, a resolution was unanimously adopted recommending to the membership that the yellow pine wholesalers merge bodily with the Chicago organization.

As pointed out by the executive committee, the purpose of such amalgamation, if it becomes effective, and it probably will, is to bind together the wholesalers of lumber in one strong central organization for their protection and mutual interest. It is the thought of the executive committee that through such central organization the function of the legitimate wholesaler may be thoroughly established and the tendency toward antagonism due to alleged mispractice, may be minimized.

New Rate Book to be Issued by Traffic Association

During the past several weeks immediately preceding and since the 10 per cent reduction effective July 1, HARDWOOD RECORD has received innumerable requests for a revised chart, which the trade apparently supposed would be issued as formerly through this office in co-operation with the Southern Hardwood Traffic Association of Memphis. On account of the general increase in 1920 and the revision of April 13, 1922, the Southern Hardwood Traffic Association made complete compilation of hardwood tariffs covering most shipping and consuming points. These tabulations then printed in chart form by HARDWOOD RECORD and distributed through this office constituted a notable contribution to the hardwood lumber distributing and consuming industries.

The 10 per cent reduction effective July 1 followed so closely on the heels of the preceding readjustment of hardwood rates that it was almost impossible to perfect any arrangement for further issuance of a chart based on the latest changes. In addition it so happened that the Southern Hardwood Traffic Association had made plans for the issuance of a general rate book, and in going into the matter with the association it was found impractical to print just a vast number of rates as are contained in the new issue.

As a consequence the Southern Hardwood Traffic Association has issued all new rates based on July 1 changes through the means of this new rate book to non-members of the association for \$5, and it can be procured through the Southern Hardwood Traffic Association offices, Bank of Commerce & Trust Building, Memphis, Tenn. HARDWOOD RECORD is pleased to make this announcement in answer to the great number of inquiries it has received for the new rates, and would thus refer such inquiries to the Southern Hardwood Traffic Association offices.

ATKINS

SILVER STEEL SAWS

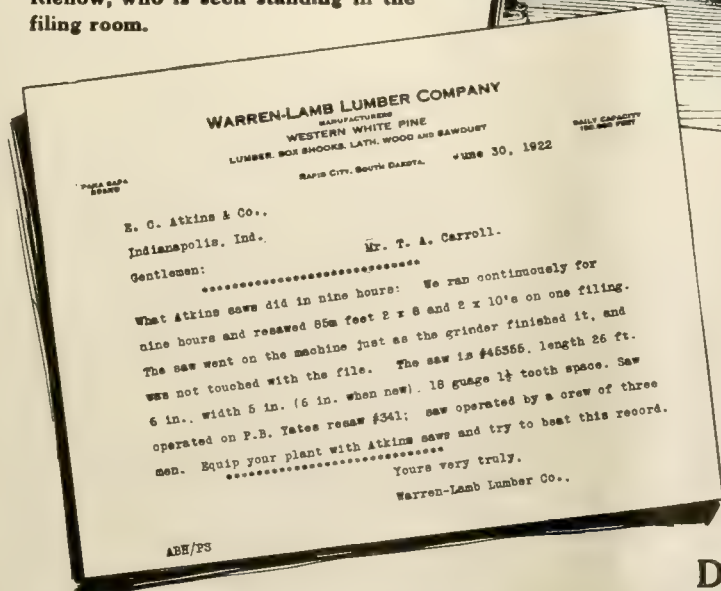
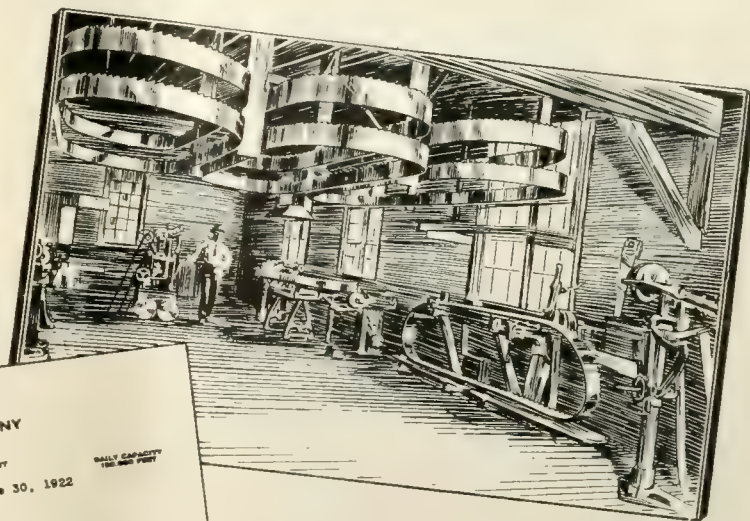
Who Makes the Best Saws?

Naturally every saw manufacturer asks you to buy his particular make of saws.
All make the same claim as to their quality.

Now we are not going to say a word
about why WE think you should use

Atkins *Silver Steel* Saws—

we are going to ask you, as a fair minded business man, to consider what other mill men and filers say—what their experience has been. Read below the statement of the filer of the Warren-Lamb Lumber Co., George Rienow, who is seen standing in the filing room.



E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks In The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S.W.
Minneapolis	San Francisco	Vancouver, B.C.

Does that statement mean anything to you? If it does we want you to write us giving complete specifications of your saws. Atkins Saws will make good. Address nearest point.

Southern Hardwood Traffic Association Opens Chicago Office



W. E. Wherity

The Southern Hardwood Traffic Association now has district offices at 1933 Conway building, Chicago. These were opened August 1 and they are in charge of W. E. Wherity as manager. The latter has had fourteen years continuous service with one of the principal Chicago trunk lines and three years commercial experience and is rated as one of the best men in his line north of the Ohio river. The Chicago offices make the seventh for this organization. The others, in the order in which they were opened, are: Helena, Ark., Louisville, Ky., New Orleans, La., Memphis, Tenn., Cincinnati, O., Washington, D. C., and Mobile, Ala. The first opened by the association were the general offices at Memphis, but later district offices were created at this point.

J. H. Townshend, secretary-manager, says that the entrance of the General Box Company into membership in the asso-

ciation and the assistance rendered by Al Wilson, secretary of the Four-One Box Association, made the opening of the Chicago offices possible.

New Orleans Club Goes on Picnic

The New Orleans Lumbermen's Club staged a big outing and picnic at Little Woods on Saturday, July 29. The event was so successful, more than 160 lumbermen, their wives, daughters and friends attending, that it was decided to make the event annual. The picnickers motored out to the place from the club headquarters at Union and Carondelet streets leaving at 8:30 a. m. and remaining until late in the evening. Various kinds of amusements were enjoyed, including dancing, boating and swimming.

The New Orleans Lumbermen's Club voted at its last weekly luncheon not to hold any more Tuesday noon weekly luncheon-meetings until September.

With the Trade

Indiana Commission Pleads for Lower Log Rates

Testimony calculated to show that freight rates on logs in Indiana are in many cases twice as high as those in other states, thus discriminating against the loggers and lumbermen of the state, was introduced the week of July 9 by representatives of the Indiana public service commission before John McChord, representing the Interstate Commerce Commission, at a hearing in the federal building at Indianapolis.

The hearing was called following the filing of a petition by the public service commission before the I. C. C., asking that the discriminatory rates in this state be lowered so that hardwood manufacturers and lumbermen may be enabled to compete with those of other states.

Evidence introduced by the public service commission, assisted by the manufacturers of the state, is intended to show the high freight rates in this state make it impossible for lumbermen here to ship to Indiana manufacturers and that it is cheaper for the manufacturer in Indiana to purchase his logs or timber in other states, having them shipped here.

Representatives of the railroads operating in Indiana testified that a change in the present rates would break down a rate-making structure which has been in force for more than a generation and the effect of any attempt to change rates prevailing in Indiana would be nation-wide. Evidence presented tended to show that combination rates, resulting favorably to Illinois shippers and the reverse for those of Indiana and other states east of the Missouri river, have grown up through the fact Chicago is a terminal point for eastern and western railroads and that different rates prevail for the eastern and western roads. Thus, Illinois shippers pay a through rate to Missouri river points, and Indiana shippers pay the east-

ern rate added to the western rate. Railroad authorities assert the rates have grown up through the competition of privately owned railroads and they can not be altered to meet the needs of Indiana shippers.

Representatives of many of the Missouri river cities attended the hearing, in order to prevent any increase in rates between those points and Illinois, it was said. Railroads represented by attorneys who examined witnesses at the hearing were: Chicago & Northwestern; Chicago, Rock Island & Pacific; New York Central; Pennsylvania system, and the Chicago, Burlington & Quincy. A. B. Cronk, rate expert for the Indiana public service commission, represented that body.

The contest for the removal of discriminatory rates has been carried on since 1913, when a similar petition was introduced before the Interstate Commerce Commission by the Indianapolis freight bureau. The case was dismissed by the commission on a theory which is said to have been reversed recently when "through rates" were granted to Indiana shippers to St. Paul and Minneapolis. It is on a basis of this latter decision that the present petition is based. The public service commission also demands the removal of discriminatory freight rates on automobiles, furniture, kitchen cabinets and agricultural implements.

Cloud Prepares to Cut Hardwoods and Pine

J. V. Cloud, proprietor of the Dixie Lumber & Land Co., of Vicksburg, Miss., has just closed a deal for a 2,500 acre tract of hardwood and pine timber and a saw mill at Elliott, Miss. The company will begin operations at once, and the office will be transferred from Vicksburg to Elliott.

Giffen Retires Because of Ill Health

Because of ill health S. E. Giffen has disposed of his interest in the Fagin-Giffen Lumber Company to his partner Harry W. Fagin. The firm name has been changed to the Fagin Lumber Company. Mr. Giffen had been in charge of the Cincinnati office since the company was organized ten years ago. Several months ago, Mr. Giffen suffered a nervous breakdown. At present he is residing with his brother at Wheeling, W. Va. In letters to several Cincinnati lumbermen recently, Mr. Giffen expressed the opinion that in the event he fully regains his health he will return to Cincinnati and engage in the lumber business for himself.

King of Italy Decorates Nelson C. Brown

Word has been received at the New York State College of Forestry that Nelson C. Brown, head of the Utilization Department, has been decorated by the King of Italy for his services in connection with forestry work during the war.

Lumber Prospects Never Brighter, Says R. A. Long

"Statistically speaking, I do not think I have ever seen a period when the permanent outlook for the lumber industry was more promising than that which now prevails," said R. A. Long, chairman of the Board of the Long-Bell Lumber Company in a statement made to the press recently. Mr. Long pointed out that underproduction during and since the war and an unusual demand for residential building released since the removal of war restrictions, are responsible for the consumption of all the lumber produced during the last two years.

"As a result of the restrictions against building for other than war purposes," Mr. Long continued, "practically all cities in this country were underhoused at the close of the war and are underhoused today. Since it would require some twelve years of work at 25 per cent above normal to make up the country-wide housing shortage it is clearly evident that the demand for lumber certainly should increase rather than fall off.

"In addition, there is the demand for the railroad material which has been better during the last few months than for a long while—and this demand still is increasing. Then, too, general conditions are better now than they have been for some time.

"On the other hand little has been done as yet by producers to cope with the present and prospective demand for lumber. A saw mill of any great producing capacity cannot be erected and put into operation in much less than a year to eighteen months. As there are no new saw mills of consequence under construction, stocks of lumber in the hands of retailers and at the source of production are below normal. In the next few years at least, this situation is apt to become more rather than less accentuated.

Sam Thompson Again Knows the Pride of Fatherhood

A daughter, Miss Louise Le Master Thompson, was born to Mr. and Mrs. Sam A. Thompson of Memphis on the morning of July 21. The baby weighed eight pounds and is said to have arrived equipped with a fine set of lungs, which she understood how to operate from the very start. Mr. and Mrs. Thompson are being congratulated upon the fact that the baby bears only a slight resemblance to her father. The Thompsons also have a baby son. Mr. Thompson is sales manager of the Anderson-Tully Company, Memphis.

Opportunity Limited for Sale of Hardwoods in Italy

Commercial Attache H. C. MacLean, Rome, reports that the opportunity for the sale of American hardwoods in Italy appears to be decidedly limited. Red gum for furniture making and oak for hardwood flooring, especially the former, were imported in considerable quantities before the war, but while they are favorably known, the present demand is limited by the high prices and the unfavorable rate of exchange. It can not be said that other American hardwoods have ever been introduced into Italy, and the present conditions are decidedly unfavorable for making any such attempt.

Easily Identified Long-Bell Hardwoods

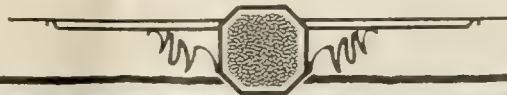
Long-Bell Lumber and Timbers are trade-marked with the name of the manufacturer. This means individuality, *unmistakable* identification—the same kind of a buying guide you demand on other merchandise.

LONG-BELL
TRADE-MARKED
HARDWOODS

RED GUM
SAP GUM
BLACK GUM
TUPELO
WHITE OAK
RED OAK
YELLOW POPLAR
ASH
ELM
HICKORY
MAGNOLIA
BEECH

Buying by brand has come to be the accepted rule with practically everything we use because the buying public long since learned that branded, identified goods are *dependable* goods. Certainly it is to the interest of the manufacturer who puts his name on his wares to make them the very best he can.

The Long-Bell Lumber Company
R. A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.



300,000 FEET 5/8 LOG RUN QUARTERED SYCAMORE

This quartered Sycamore is band sawed, edged and trimmed. It shows 35% or more long lengths and good widths. We can start shipments at once and load out good, dry stock. The lumber has been sawed from the log, not resawed, and as we manufacture it in exactly the same way that we manufacture quartered Oak, practically every piece shows figure.

Write or Wire for Prices

NORTH VERNON LUMBER MILLS
NORTH VERNON INDIANA

YELLOW PINE Short Leaf SHOP LUMBER

Steam Dried 1"—1¼"—1½"—2"

For Sash, Door and Finish Manufacturers
A Good Cutting Grade at Less Than B and Bet.

LET US TELL YOU ABOUT IT

KENTUCKY LUMBER CO.
MILLS: Sulligent, Ala. Lexington, Ky.

STRABLE Lumber & Salt Company SAGINAW, MICHIGAN

Manufacturers

Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring

"Best by Test"

Maple, Birch, Basswood, Elm, Beech



The sign to follow
for Maple Flooring

Commission Sustains Rate Complaint

The Interstate Commerce Commission has sustained the contention of the Southern Hardwood Traffic Association that rates on hardwood lumber and forest products, as per the tariffs issued July 1, are from 2 to 4 cents per hundred pounds too high from practically all points west of the Mississippi and from some east of this stream, to principal consuming destinations in the United States, has ordered that they be reduced and has likewise held that shippers are entitled to reparation for the excess already paid.

It is estimated by J. H. Townshend, secretary-manager, that the ruling of the commission will save shippers of these commodities approximately half a million dollars.

Perfection Flooring Plant Opens with Impressive Ceremonies

The opening of the magnificent oak flooring plant of the Perfection Oak Flooring Company, Inc., Shreveport, La., a few days ago proved to be quite an event in the North Louisiana metropolis, with city officials and others of unusual prominence participating in an elaborate program prepared for the event. The factory has a capacity of 60,000 feet of finished hardwood flooring daily, and employs 200 men. It will make 105 different grades of oak flooring, material for which will be obtained from Louisiana, Arkansas, Texas and Oklahoma. The entire plant covers ten acres and upward of \$200,000 is represented in the outlay. Frost-Johnson Lumber Company and Arkansas Oak Floor Manufacturing Company are the joint and equal owners of the new venture, one of the few of its kind in the immensely rich hardwood territory of the far South. It is capitalized at \$300,000. Officers are: E. A. Frost, president; H. W. Coles, vice-president and general manager; S. M. Coles, secretary and local manager, and F. T. Whited, treasurer.

Maassen Forming Hardwood Company

The J. H. Maassen Lumber Company is now being organized at Memphis and application for a charter therefor will be made in a few days. J. H. Maassen, who recently resigned as manager of the hardwood department of the Chicago Lumber & Coal Company, is the moving spirit behind this new enterprise, which will conduct its business along much the same lines as the firm with which he was connected until July 1. Offices have been opened at 217 Bank of Commerce building and arrangements have already been made to act as sales representative for the Bradley Lumber Company, Warren, Ark., and the Baldwin Lumber Company, LaFayette, La., extensive producers of hardwood lumber and Louisiana red cypress, respectively. The company is also perfecting plans for taking the output of mills in the valley territory. J. P. Neatherland and S. S. Humphries, who are now identified with the Chicago Lumber & Coal Company, will shortly join Mr. Maassen, the latter on August 1 and the former somewhat later. Mr. Maassen has only returned within the past few days from an automobile trip to Biloxi, Miss., where he spent a brief vacation. He was accompanied by Mrs. Maassen.

New Sash and Door Plant Planned

The Memphis Sash & Door Company, Memphis, Tenn., through its president, L. G. Barnard, announces the purchase of between two and three acres at Railroad avenue and Roland street on which it proposes to erect a new plant to cost between \$100,000 and \$150,000. It will consist of a main building, 200 by 300 feet, equipped with concrete floors throughout, of fireproof construction and three stories in height. Expansion in building, increased demand for building materials and improved business conditions generally are given by the management as the reasons for the decision to expand. The company paid something like \$16,000 for the site.

Hardwood News Notes

CHICAGO

A Vangness of the Vangness Lumber Co., has returned to Chicago after several weeks spent on a vacation with his family in Northern Wisconsin and Michigan.

W. H. Abbott, one of the star hardwood lumber salesmen of the Chicago territory, has joined the sales force of the Winegar-Gorman Lumber Co., for which he will cover the Chicago market. Mr. Abbott resigned from the Vangness Lumber Co., on August 1, after nearly a year with this company. For a number of years before joining the Vangness company Mr. Abbott was manager of the Chicago office of the Charles Gill Lumber Co., Wausau, Wis.

Harold Sill of the Chicago sales staff of the Steven-Jarvis Lumber Co., Eau Claire, Wis., has been transferred to Milwaukee, from which center he will cover eastern Wisconsin for the Steven-Jarvis company. Mr. Sill was formerly Chicago representative for the H. F. Below Lumber Co., Marinette, Wis.

C. Ebenreiter of the Quixley Lumber Company, recently went with his family to Kewaskum, Wis., for a brief vacation.

S. C. Bennett of the Hardwood Mills Lumber Company, 965 West 22nd street, recently spent ten days with his family at their cottage at Hess Lake, Mich.

F. M. Baker of the same company returned on July 30 from Berrien Springs, Mich., where he spent a vacation of two weeks with Mrs. Baker and their son.

CLEVELAND

I. Babin, of the Babin-Zill Sash and Door Company, has just returned from a business trip through the East, and he says that everywhere he went he found the hardwood industry in excellent condition.

Increased activities are being planned by the Empire Plow Company of this city, and H. B. Haas of this company says that a large amount of red oak will be needed by this concern. Mr. Haas is unable to divulge further details until complete arrangements have been made which will probably be about the first part of September.

"At the present time, many buildings which have been started earlier in the season are at the stage when interior decorating is necessary," says F. H. Peters, of the Peters Mill Work and Lumber Company, "and most of our calls for hardwood are in this field. We find that birch, red gum and walnut are the three woods in greatest demand at this time.

W. C. Wagner, of the Singletary Lumber Company, also reports a noticeable improvement in the hardwood business. "The demand for hardwood has increased in the last month, and maple which we have found little call for in the past is now jumping into popularity.

Furniture men must also be given credit for increasing the demand for hardwood according to G. B. Wallace, secretary of the Martin-Barriss Company. He states that this company has found a big outlet for mahogany among these manufacturers.

W. B. Martin, president of the Martin-Barriss Company, is in New York on a business trip, and is expected to return soon.

"A big demand for gum and birch is felt by the Marquard Sash and Door Manufacturer," says Fred Marquard, salesmanager for the company, "in fact the demand is so large that we find it rather difficult to keep our stock up on these two woods."

W. K. Palmer, of the Cleveland Window Glass and Door Company, also reports that birch and gum are in demand, and says that a great deal of work is being done in the interior of buildings by this company.

BALTIMORE

M. S. Baer, of the hardwood firm, of Richard P. Baer & Co., was down at the sawmills of the Baer affiliated corporations at Mobile, Ala., and Bogalusa, La., recently to see what is being done there and to get direct information about lumber trade conditions in the south.

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, is back at his desk after a vacation of about two weeks spent with one of his sons in New York. He derived great benefit from the rest and has since then pitched into the mass of work of the association again.

James J. Lannon, wholesale hardwood dealer, with yard and office at Aliceanna and Eden streets, which was one of those burned out by the fire of June 23, has had the wreckage cleared up and is busy getting in new stocks. The interior of the office is also being restored, and he is transacting business virtually as usual.

John H. Zouck, a wholesale dealer on Eastern avenue, sailed last August 2, for Bermuda with his wife, and is expected to be away from home for several months.

Hardwood flooring is to be manufactured by the Rowland & Buck Company at Port Deposit, Md. The company has been incorporated recently with a capital stock of \$250,000.

Richard Arthur, who has been with the Morgan Millwork Company of Baltimore for a number of years, advancing steadily and holding a very responsible position, has connected himself with C. C. Coolbaugh & Son, a sash and door concern in Philadelphia, and will in the near future remove to the Quaker City. It is indicated that the Philadelphia firm held out some very flattering inducements.

INDIANAPOLIS

Richard E. Edwards, president and manager of the Peru Chair Company, Peru, Ind., has been named first vice-president of the First National bank of that city.

The Udell Works of Indianapolis, manufacturer of cabinets for talking machine records and music rolls, desks, bookcases and other lumber products, has re-opened with a full force after three weeks of enforced idleness during which repairs to the boilers were made. The company employs about 200 men and orders on hand will make possible an uninterrupted operation of the plant to at least January 1, according to Tom Griffith, sales manager. Mr. Griffith said that the Udell Works did not face the danger of a suspension of operations as a result of the coal strike.

Notice has been given that the Bank Furniture Company, this city, will change its name to the Wiegel Cabinet Company. The petition to change the name will come up for hearing in the courts September 11.



Take pianos for instance

You know the condition of the wood that good makers must put into their instruments. Let's see what some of them have to say about the results they get, drying lumber in a Sturtevant High Humidity Dry Kiln.

"We cut our case stock to piano lengths before putting into the kiln and this we would not do if we had any checking, as it would be a waste of lumber."

"They have proved very satisfactory indeed to us * * * have demonstrated all that they were represented to do."

"And they are giving very good satisfaction."

Bulletin 282 is chock-full of informative data on lumber drying. Your copy is here for the asking.

HYDE PARK, :: BOSTON, MASS.

Moore Service

More than eleven hundred mills are operating Moore Dry Kilns every day. One mill alone is drying six hundred thousand feet daily. More lumber is being dried in Moore Kilns than in any other make in the universe.

There is a deep-seated satisfaction in doing business with an experienced Dry Kiln manufacturer who knows your practical requirements and is equipped to furnish you promptly what you need and at the right price.

Our service is available to any plant that thinks their drying methods might be improved

MOORE DRY KILN COMPANY

"KILN BUILDERS SINCE 1879"

JACKSONVILLE, FLORIDA

NORTH PORTLAND, OREGON

At the first meeting recently of creditors of the Seymour Cabinet Company's bankruptcy proceedings in federal court here, W. F. Voss, of Seymour, Ind., the home of the company was named referee. Conflicting claims of first mortgage bondholders to the sum of \$99,500, general creditors for the sum of approximately \$20,000 and of employees of the company for \$4,023 in wages are to be adjusted. Total liabilities are estimated at \$142,986 and the value of the plant is estimated at about \$50,000.

While lumber construction of all kinds especially the cheaper construction is looked upon unfavorably by the Indiana Firemen's Association, at the last convention which adjourned here July 22, the main attention of the fire fighters was devoted to the shingle roof. Chief John J. O'Brien of the Indianapolis department made a speech in which he urged the complete abolishment of the shingle roof and the substitution of roofs of non-inflammable materials. Coincident with the convention the Indianapolis fire prevention department had on display at the most prominent street intersection in the city samples of prepared roofing materials as part of the propaganda for fire prevention. The exhibit showed on one side of the miniature roof the method of rolling and fire resistant shingles over the wood shingles and the other side showed the method of sheeting with fire-resistant material and placing the fire resistant shingles over the new roof.

In a further effort to increase forest cultivation in Indiana, Charles C. Deam, state forester, has issued a bulletin entitled "Indiana Woodlands and Their Management," which has been mailed to nearly every farmer in the state. The bulletin takes up the history, briefly, of the devastation of the hardwood forests in Indiana and of the aid the state itself is giving farmers to devote at least part of their land toward forest cultivation. Mr. Deam declared the future of the state as a timber producer lay with the farmer. Part of the bulletin is devoted to the care of the woodlot. Only seven per cent of the native forests of the state remain as a result of the exploitation of the timber resources for commercial uses and to provide cleared land for agricultural purposes, according to a recent survey. Mr. Deam calls on every farmer having eighty acres or more at his disposal to put at least seven to ten per cent of it in forests.

He calls attention of the farmer to the fact that in the past the dominant idea with agriculturists has been to get more cleared land. The result was a by-product in the nature of timber which furnished fencing, buildings, implements, etc., at the cost of manufacture. Now timber is most as valuable as food, he declares, and where a crop takes a year, the forest takes a generation.

Thirty joists used in the construction of a school building at Seymour, July 26, had been parts of standing trees in a woods near Medora, twenty miles from the building, the day before. Work on the building was held up by a delayed shipment of lumber, among which were the joists, thirty feet long by four by fourteen inches. The contractor gave a rush order to the Swain-Roach Lumber Company at Seymour for the joists. As no logs in the company's yards were long enough, it was necessary to cut the trees and haul them to Seymour on motor trucks. The order was rushed through the mill and a few hours later, carpenters placed the joists in the floors of the building.

Donald R. Brewster

Expert Consultant

OPERATION OF LUMBER DRY KILNS

28 Blymer Building, Cincinnati, Ohio

TRAINING OF KILN OPERATORS A SPECIALTY

The Hercules Corporation, Evansville, Ind., manufacturers of buggies, furniture and gas engines, is arranging to manufacture refrigerators, according to an announcement by John D. Craft, vice-president and general manager of the company.

The Charles L. Runyan Company has been organized at Terre Haute, Ind., for the purpose of engaging in the buying of timberlands, manufacture of lumber, sale of lumber and the manufacture and sale of lumber products. The organizers of the company are Charles L. Runyan, Marian B. Runyan and Erwin W. Dimmick.

CINCINNATI

E. F. Stemmelem, formerly connected with the Sugar Creek Lumber Company at Indianapolis, Ind., and the Richey, Halstead & Quick Lumber Company of this city, has joined the sales force of the Warn-Hamrick Lumber Company. Mr. Stemmelem will call on the company's trade in Michigan, Indiana and Illinois.

Roy E. Thompson, President of the Thompson Hardwood Lumber Company, has motored to Atlantic City with his family, where they will enjoy a month's vacation on the seashore.

W. B. Wick, President of the Wick Lumber Company, Hamilton, O., was in charge of eighty orphans from the Hamilton Children's Home, who picnicked at the Zoological Gardens in Cincinnati recently.

The Cynthiana Carriage Company, for years located at Cynthiana, Ky., will move its general offices and main plant to Covington in the near future. At a recent meeting of the Board of Directors, held at Cynthiana, it was decided by a two-thirds majority that the company would locate in Covington. J. W. Leek of Cynthiana is president and treasurer of the concern, while his brother, W. R. Leek, is secretary.

Edward Conant, manufacturer of carriage woodwork in Cincinnati from 1885 to 1910, died at his fruit farm near Lakeland, Fla., July 31, according to word received by P. P. Hunter, president of the American Carriage Company. The body will be brought to Cincinnati for burial.

Morris Woodhull, 80 years old, pioneer carriage manufacturer of Dayton, O., died at his home at Oakwood near Dayton, August 1. Mr. Woodhull, who was born in New York, was the founder of the Woodhull Carriage Company which has gone out of business. For twenty years he held various offices in the National Carriage Builders' Association, the oldest trade organization in the United States.

MEMPHIS

John W. Dickson, president of the Valley Log Loading Company, announces that a contract has been closed with the Illinois Central which will permit of main-line loading of logs between Hernando, Miss., and Memphis. This will be a great convenience to patrons of this line in the territory affected. The management of this road barred main-line loading some months ago but it has made an exception in the present instance.

The Southern Hardwood Traffic Association, in a statement issued July 19, says that the last report it received from the American Railway Association shows that 64,271 cars of lumber were loaded in a single week, the best loading for a similar period since the peak was reached during the closing months of 1919, 65,020 cars. It adds that the loading during the week in question was 13,000 cars greater than in 1921 and 5,000 cars greater than in 1920.

The Patton-Tully Company, an adjunct or subsidiary of the Anderson-Tully Company, manufacturer of hardwood lumber, veneers and box shooks, announces that it will place orders in the immediate future for several new steel barges with water compartments, 160 by 31 feet, in anticipation of a decided increase in the volume of water transportation. This company was originally formed for the purpose of handling logs and lumber for the Anderson-Tully Company but in

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of All
Hardwoods
is
Consumed
in this
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Yellow Poplar
Basswood
Maple
Chestnut, Beech
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Hickory, Ash
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All lumber band sawed and of our own manufacture. We can ship straight cars of

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more recent years it has engaged in the general handling of freight on the Mississippi, Ohio and tributaries of these streams. The Bart Tully, all steel towboat of the company, is now on the ways for repairs. Superheaters are being added and when the boat is again ready for service within the next few days it will be one of the most powerful on the Mississippi.

George C. Brown & Company, with offices in Memphis and band mill at Proctor, Ark., have transferred to the Miller Lumber Company, Marianna, Ark., all of their remaining timber lands in Arkansas, amounting to about 4,500 acres and estimated to contain between 45,000,000 and 50,000,000 feet of hardwoods. The purchasing firm has two band mills at Marianna and it enjoys both rail and river facilities for transporting the newly acquired timber to its plants. This is really largely responsible for the transfer. George C. Brown & Company have extensive timber holdings in Grenada and Calhoun counties in Mississippi and they are preparing to move their machinery and equipment to that state in the near future. Work has already begun on the construction of a railroad for handling the timber from these properties, and H. B. Weiss, secretary of the firm, is now in Mississippi looking after details of the new operation, including selection of a mill site. It is probable that this firm, which recently cut out its holdings near Lake Village, Ark., will also remove part of the machinery at that point to Mississippi. The Arkansas tract sold by the company lies on the Memphis-Marianna cut-off on the Missouri Pacific system and is 22 miles from Memphis in the heart of the St. Francis valley. George C. Brown & Company, although disposing of all their timber holdings in Arkansas, still retain considerable cut-over and farming lands in that state.

The Gayoso Lumber Company is rapidly completing installation of its band mill at Grenada, Miss. This equipment was removed from Blaine, Miss., where this firm some time ago completed cutting its standing timber. The Grenada plant will be used for developing its timber in Grenada county. The plant will have a daily capacity of about 50,000 feet and will be in operation by August 15, according to Charley Ransom, one of the stockholders.

The Lee Lumber Company announces that it will expend approximately \$75,000 in the construction of a new planing mill and mill-work plant in East Memphis in order to take care of its rapidly increasing business. It owns between eleven and twelve acres of property near Willett street and Railroad avenue and this will be the location.

LOUISVILLE

The Louisville Hardwood Club is now holding its weekly meetings at the Louisville Country Club, getting some fine food, and several of the members get out early enough to shoot a few holes of golf before dinner. The club is enthusiastic over the new arrangements, and better attendance is being shown.

The Louisville & Nashville R. R. has denied any knowledge of a proposed deal as given to the press by Henry Ford, Detroit, relative to the D. T. & L., taking over the Cincinnati to Harlan division of the Louisville & Nashville R. R., under an operating agreement.

R. R. May, of the R. R. May Hardwood Co., has lost both his mother and father within a period of six weeks. Mrs. May died at the family home at D'Lo, Miss., on June 25, following a lingering illness, and W. R. May died on July 29, he having been in poor health for some time.

John Rufus West, forger, wanted for passing forged checks printed with the name of Steele & Hibbard Lumber Co., St. Louis, last winter, has been arrested and is held in Louisville. He caught some Louisville hotels, and is said to have caught several lumber companies out in the state.

Without prejudice to its rights to institute new proceedings, the Federal Trade Commission has dismissed its formal complaint against Hillerich & Bradsby Co., Louisville, the case involving resale price maintenance. The case is really suspended to await the determination in a test case. The local company operates a large wood turning plant, producing bats and golf clubs.

Sparks recently set fire to sawdust at the plant of the Floyd County Veneer Co., New Albany, resulting in an alarm being turned in, but practically no damage was done.

With a capital stock of \$15,000, the Calhoun Lumber & Milling Co., McLean County, Calhoun, Ky., has been chartered by Walter G. Houghland, of Evansville, Ind., Ashton Bryant and G. H. Cary, Calhoun.

With a capital of \$5,000, the Wayne Stave & Lumber Co., Somerset, Ky., has been chartered by I. D. Thompson, Sr., I. D. Thompson, Jr., and L. H. Humble.

Notice has been filed by the Kline Timber & Land Co., Louisville, chartered to handle timberlands some months ago, that the corporation is winding up its affairs. The notice was signed by H. E. Snyder, of the Louisville Veneer Mills, this company having been a subsidiary of the veneer company.

A permit has recently been secured by the Hillerich & Bradsby Co.,

for erection of a fireproof storage plant at its local plant, to cost about \$15,000, to be used for storage of finished bats, golf clubs, etc.

J. H. Barclay, formerly operating the J. H. Barclay Lumber Co., Bedford, Ind., recently sold that business, and joined R. R. May, Louisville, as a partner in the R. R. May Hardwood Co.

J. R. May, formerly with the Louisville division of the Southern Hardwood Traffic Association, and brother of R. R. May, of the R. R. May Hardwood Co., Louisville, on August 1, left the Gayoso Lumber Co., Memphis, to join the Tustin Hardwood Lumber Co.

A. E. Norman, Jr., of the Norman Lumber Co., Louisville, reports that he is having some difficulty in securing poplar lumber in the South, on account of car troubles resulting from the strike, but that demand for siding, box shooks and lumber is better.

NEW ORLEANS

C. H. Sherrill, president of the Hardwood Manufacturers' Institute, has returned to his office in the Whitney-Central Bank Building at New Orleans after an absence of nearly four weeks in the Northwest and North attending hardwood manufacturers' meetings in the interest of the new Institute. Mr. Sherrill attended meetings at Milwaukee, Chicago and other places, preaching the gospel of the Hardwood Manufacturers' Institute with the abiding zeal of a medieval crusader. He reports that the leaders of the new organization are receiving more and more encouragement in their great venture every day.

The Moline Timber Company is putting its sawmill at Camden, Ark., in condition for operation in the near future, according to news reaching New Orleans. The Smithton, Ark., plant of the company has already been started to running again.

From Pine Bluff, Ark., comes word that the Saline River Hardwood Company has just placed its plant on a night and day running basis. The night run, it is estimated, will increase the output of the plant 3,500,000 feet per month, for which the management report an encouraging demand.

A new double band hardwood sawmill is being constructed at Deweyville, Texas, near Beaumont, by the Peavy-Moore Lumber Company. It will have a planing mill in connection. The company has upward of 300 million feet of the choicest of hardwoods on its holdings and work on the new hardwood plant is to be rushed to the limit. The mill is to be situated near the pine operation of that company there and the same logging facilities will be used for running both the pine and the hardwood plant. The new project is to be but one of the various and sundry lumbering enterprises of which J. A. Peavy of Shreveport, La., is the head.

WISCONSIN

Fire destroyed the plant of the Charles A. Strasburg Broom Co., 732 Fifth street, Milwaukee. Origin is unknown but the fire was well under way when discovered and the stock was soon destroyed. Loss is covered by insurance.

Sparks igniting wood shavings in the box factory of the Hilty Lumber Co., foot of Twelfth street, Milwaukee, caused an \$8,000 loss and for a time threatened sheds and lumber valued at more than \$300,000. The factory building was destroyed as were two piles of lumber.

Notice has been given by R. J. Van Nostrand, secretary, that the corporation organized at the Modern Builders, Inc., town of Wauwatosa, Wis., near Milwaukee, has amended its articles changing the name to the Interior Millwork & Fixture Co.

Milwaukee bond houses are offering a \$200,000 issue of Flambeau River Lumber Co., Ladysmith, Wis., 7 percent cumulative and participating first preferred stock at \$100 a share. The company manufactured hard and softwood lumber, having holdings in Ruck, Sawyer and Price counties. The company conducts its own logging operations and has a modern plant at Ladysmith with 20,000,000 feet annual capacity. The purpose of the issue is to purchase additional timber to liquidate indebtedness and provide ample working capital.

William C. Schultz has returned to Watertown, Wis., from a trip south and is now arranging minor details preceding the organization of the new Table Slide Manufacturing Co.

The Chair City Broom Co., Sheboygan, has purchased a two-story frame building at 2516 North 15th street which it has occupied for some time. The concern is reported to be enjoying splendid business in the manufacture and sale of brooms.

Construction is under way on a new spacious office building for the Buckstaff Co., manufacturers of caskets and chairs at Oshkosh. The building is being erected at South Main and Twelfth streets, adjoining the factory, and will be ready for occupancy this fall. The present office building will be rebuilt for factory purposes.

The Hardwood Products Co. has been reorganized and succeeded by the Hardwood Products Corporation, Neenah, Wis. The new concern is an amalgamation of the old Hardwood Products Co. and the Mississippi Veneer & Lumber Co., merger of which was effected several months ago.

Incorporation is noted of the Superior Wood Products Co., at

2,000,000 feet per month

is the amount of Dimension Stock we are now producing.

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will be our production within 60 days. We are installing \$45,000 worth of additional equipment to meet this increase.

We have satisfied customers in every section of the country.

Why tie up your capital in large lumber inventories?

Get Dimension Stock cut to your exact size and specifications Air Dried or Kiln Dried.

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The Veneer Dryer recommended by the largest and best mills—



Ask any user about the quality of
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*Our Catalogue, No. 57, explains the
"Proctor" Dryer. Send for one.*

PROCTOR & SCHWARTZ, INC.
Formerly the Phila. Textile Mach'y Co.
PHILADELPHIA, PA.

Superior, with 1,000 shares common and \$50,000 in preferred stock. Incorporators are H. W. Dietrich, George E. Dietrich and George A. Carlson, Superior.

A disastrous fire was averted at the plant of the Sawyer Goodman Co., Marinette, when a defective motor catching fire dropped into a planing box at the mill, the box confining the flames all night.

Officers of the Northern Casket Co., Fond du Lac, were re-elected for the ensuing year at the annual meeting of the company. William Mauthe continues as president and H. R. Potter, secretary and treasurer. Favorable reports were made on the past year's business.

Construction is under way on the foundation of the first of a group of industrial buildings for Mattheis Brothers at Antigo. The first unit is 80 by 200 feet to be used for the manufacture of interior finish and toys. A railway spur has been surveyed to the building site. Other units to be erected include a warehouse, dry kiln, sheds and a sawmill.

The Heath Cedar Co. of Marinette has begun the construction of a large addition to its plant, the former Brown-Mitcheson sawmill. The concern will do interior finishing construction and also build silos. The present factory is 130 by 50 feet, three-story, while the addition will be 100 by 50 feet, one-story high. Operations are expected to be started in September.

Mark Paine, owner of the Mark Paine Lumber Co., Superior, who was recently reported seriously ill from a stroke, died in that city at the age of 74 years. Mr. Paine was born in Mobile, Ala., and started in the lumber business with his brother, Franklin Paine, at Carlton, Minn. Since 1888 he was in business at Superior.

Hearing on complaint filed by the Twin City Auto Body Works, Neenah, against the Konz Box & Lumber Co., Appleton, charging the Appleton concern with unfair competition, has been postponed by the Wisconsin Department of Markets. It is charged by the Neenah firm that the Konz Company was discriminating in prices charged for cheese boxes for the purpose of destroying the business of the Twin City concern.

The Park Falls Lumber Co. will erect a concrete building, 104 by 133 feet, to provide quarters for eight dry kilns, in the south yards of the company at Rice Lake. A transfer, 64 by 500 feet, will be extended from the planing mill and a storage shed, 100 by 183 feet, will be erected for storing green lumber. Work is to be completed by fall and the sawmill then placed into operation for day and night run. Contemplated is the construction of a large finishing plant where dry dimensions will be finished and packed ready for shipment to furniture factories.

The Edward Hines Lumber Co. is proposing to establish a model town at Loretta, one mile west of Draper on the Omaha road at the junction of the Hines logging railroad where the lumber company maintains its round house and shop crew. The new town is to become the center of logging operations for the Hines company in Northern Wisconsin. A sawmill may be constructed there.

An announcement of interest to the hardwood industry has come from Kenosha, stating the sale of the Yule interests, the large controlling interest in the business of the Bain Wagon Company of that city, to Dixon & Griswold, Los Angeles, Cal. The new owners are taking immediate possession and the business will be carried on without interruption. George A. Yule, president of the corporation since the death of George Yule, one of the founders of the company, will retain his position. The executive management of the wagon company will be vested jointly in W. L. Dixon and J. F. Griswold, who come to Kenosha from Los Angeles to take over the operation of the business. The Bain company has \$400,000 capital stock and the new interests are understood to own over ninety per cent of the stock previously held by George A., William H. and Gordon Yule. The plant is the largest wagon making plant in the United States and has been in business since it was founded by Edward Bain in 1840. The Yules purchased all of the Bain interests in 1911.

Work of rebuilding the sawmill of the Kneeland-McLurg Lumber Company, Phillips, destroyed by fire in May, is now under way. The new mill will rest on the concrete foundation of the former mill, although the superstructure will not be as large. The new mill will be a single band and resaw, equipped with new and modern machinery electrically driven. The daily capacity will be from 100,000 to 120,000 feet of lumber. The mill will be completed by next October. William A. Graham, who had charge of building the Morse plant for the Kneeland-McLurg company, is superintending the new construction at Phillips.

George H. Hipke has started a crew of men raising logs and converting them into lumber at Stanley. The timber was purchased by Mr. Hipke and the late George H. Chapman from the Northwestern Lumber Company on completion of operations by the company about a year ago. A large portion of the logs in the mill pond are white oak and birch. The cut will require about three months.

Construction will soon be under way on the new two-story brick and concrete planing mill of the E. J. Piffner Lumber Company, Stevens Point. The building will be 60 by 100 feet with full basement. The first floor will provide space for the offices and a hot room for storing finished lumber, hardwood flooring and other lumber products, in addition to housing the

(Continued on page 51)

Panama Mahogany Is Like Other South American Wood of Same Family

By C. D. Mell

When Panama mahogany logs are offered in the New York markets dealers generally hesitate bidding on stocks to arrive. This reluctance is based on the fact that a number of the parcels of logs that were shipped in the past from Panama to New York as mahogany, were found to consist of some other kinds of woods, such as mangrove, maria or espave, not one of which has a market value in the States. A number of small shipments of espave logs in particular reached New York under the trade name of Panama mahogany. After repeated efforts on the part of some Panaman shippers to introduce these little-known woods as mahogany, certain dealers refused to consider anything that was being offered from Panama under this comprehensive designation, going on the assumption that the logs offered were not genuine mahogany.

During recent years, and particularly during the war, the trade has been shown, however, that the forests of Panama do contain true mahogany, which is equal in quality to that from other Central American countries. A number of parcels of very fine logs have reached the markets here as well as in England, but in spite of these arrivals of logs of true mahogany from Panama there are those who still maintain that the mahogany from that origin is a bastard variety and that it lacks certain important characteristics which render the wood from regions farther north so valuable. In consequence of these poorly defined marks of inferiority in the quality and appearance of the Panama wood, the prices offered for logs emanating from the Isthmus are generally from 15 to 20 per cent lower than for logs of similar description from Nicaragua and Mexico.

There are buyers of mahogany logs who maintain that the Panama wood is lighter both in weight and color, has more gum, a greater amount of sapwood and is more apt to split and check in drying than wood from other sources of supply. Others amplify these unfavorable characteristics and in addition claim that the wood is "woolly," saws stringy and is not susceptible to the same high degree of polish as that obtained from better known sources of origin. And, as already stated, there are those who confidently declare that Panama mahogany is not a mahogany at all.

No Difference Between Panama and Mexican Mahogany

Upon noting the long list of objectionable features ascribed to a well-known and good wood from a new source of origin, one begins to realize how difficult it must be to introduce and sell an unknown wood among the super-conservative log or lumber dealers in this country. That the Panama mahogany is genuine and of the same botanical origin as that obtained from Mexico, Honduras, Nicaragua and Costa Rica cannot be questioned. Those who have had the opportunity to study the mahogany in all of these regions, to collect specimens of the leaves, fruit and flowers, to examine the wood macroscopically and microscopically and to follow the logs through the mill, and the lumber through the kiln and shops, will agree that there is no more difference between Panama mahogany and that of Mexican origin than there is between that of two mahogany trees growing side by side in Mexico.

The proof of this is that after genuine mahogany logs from Panama arrive here and are sawn into lumber, graded and kiln-dried, there is generally no effort made to keep the stocks separate and distinct from those of other mainland sources, because the buyer or ultimate consumer who fashions the wood into its final form cannot determine by any known means whether the particular piece of wood before him originated in Panama or in Mexico any more than he can ascertain by its structure and appearance whether a certain piece of oak came from the forest of Pennsylvania or



Mexican Mahogany, showing dense crown

Spanish, or Cuban, Mahogany, showing open crown

Ohio. While it is true that a difference in the soil or climate conditions of two regions produces slight differences in the grain and texture of the wood, the mahogany producing regions of southern Mexico do not differ materially as regard soil and climate from those of Panama. Panama is not over seven degrees south of Peten where much of the so-called Mexican wood is cut.

Of course there is an appreciable difference between the mahogany of Cuba and Haiti and that of Mexico and of the region southward to Colombia. This is to be expected, because the West Indian, or Spanish mahogany, is botanically distinct from that found on the mainland. The former is the small-leaved mahogany (*Swietenia mahagoni*) and the latter the large-leaved mahogany (*Swietenia macrophylla*); the one forms an open crown and grows rather slowly, while the other has a dense crown with large dark green leaves and grows relatively faster. While it may be said that the Mexican or mainland species is a lowland tree, this is not always the case, for the bulk of the trees are on well-drained areas elevated 500 or more feet above sea level. The species attains its best development along the lower slopes of hills, but individual trees occur at an altitude of three thousand feet where they grow much more slowly and the wood in some instances is as hard as that of the Spanish mahogany, which is known to thrive in semi-arid regions. The differences in the woods from widely separated regions, as, for instance, in the case of Mexico and Panama, are not any greater than those that may be observed in logs obtained at different elevations within the State of Chiapas or Tabasco.

Location of Growth Makes Difference

If it can be accepted that Panama mahogany is lighter in weight and color, than that from Mexico, it is because the logs brought

(Continued on page 48)

Veneer and Panel Outlook Fine

Chicago Manufacturers and Jobbers Find That Strikes Are Deterring Buying, but Anticipate Heavy Fall Business If Miners and Shopmen Go Back to Work

In spite of the disturbed influence of the coal and railroad shopmen's strikes the majority of veneer and plywood manufacturers and jobbers in Chicago enjoyed a good business during July, and are doing fairly well in August, though when this was written the dual strike situation was beginning to make itself felt more keenly in the way of scarcity of cars, slowing down of deliveries and fear of industrial buyers to place orders for veneers and plywoods when there is prospect they will be unable to ship out their finished product. But the opinion seems to be almost unanimous that barring a prolongation of the two strikes the demand for veneers and panels is going to be splendid for the next few months. The piano industry is showing increased activity and is already beginning to buy crossbanding and face veneers in larger quantities than for two years. This industry is expected to develop a very substantial aggregate of purchases in the next few months if the strikes are settled. While buying on the part of the furniture industry is not picking up as rapidly as was expected, there is considerable demand from some sources, particularly of highly figured walnut veneer and panel. These items are leading in the demand. Building trades demand continues to hold up well and while individual orders for veneers and panels are not large from this field, they are numerous. The scarcity of the better quality of birch and figured walnut items continues and while mill stocks of gum and oak are plentiful there is no over-production anywhere, unless it be in mahogany, because of the fact that the mills have been extremely conservative in their production this year, and most of them have been short on logs.

"The veneer and panel industry experienced a demand for its product far in excess of that for the July month of previous years," Henry P. Walsh of the Veneer Manufacturers Company, said in his report for August. "This is due to the almost unprecedented building boom, which is not expected to lessen in activity for some months to come," he continued.

"Furniture manufacturers of all grades are experiencing a thriving business, which is also true of piano factories.

"The log shortage in the north predicted in our market reports of February and March has materialized. The mills are already far behind on orders, and finding it almost impossible to fill those on hand, due to the scarcity of logs.

"In the south mills are working to full capacity, and reports are that they have a fair supply of logs. Most of these mills are promising 30 to 60 day deliveries.

"Manufacturers will do well to anticipate their needs and place orders early before the coal and grain movement places an embargo on other commodities, and thus avoid serious delays."

Enjoyed Best July for Years

"The July just passed was the best we have had in two years," declared Chas. A. Snapp of the C. L. Willey Company. "Business has been fine during the last four or five weeks and much above our expectations. For the past three months we have enjoyed a steadily increasing business and contrary to the fact that July is nearly always a slow month in the veneer and panel industry, our business for that month surpassed the June sales." Mr. Snapp said that the furniture industry has been buying liberally, chiefly of highly figured walnut stock, which is scarce. The interior trim people are also buying good quantities of highly figured walnut and demand from the piano industry is picking up. The increase in buying from this industry is moving a good deal of mahogany face veneers and, of course, poplar crossbanding. Strike conditions have not yet seriously interfered with veneer and panel movement and demand, so far as this experience goes, Mr. Snapp said, but the interference is bound to grow serious if

the strikes continue much longer. "I am very optimistic about the outlook if the strikes are settled," Mr. Snapp continued. "The outlook for fall business is tremendous; it has never been better, as inquiries indicate. The consumers for the first time in months are showing a disposition to place orders for future requirements and this is a mighty good sign."

Tom Dean of the Dean-Spicker Company, reported business for July "pretty good," though conditions in the trade are very uncertain just now because of the menace of the coal and shopmen's strikes. This situation is being reflected in every increasing caution on the part of veneer and panel consumers, who fear to buy just now for any other than their urgent immediate needs. However, Mr. Dean finds that inquiries are plentiful and that buyers are doing a good deal of shopping, preparatory, no doubt, to the placing of orders when conditions become more favorable. Thus far his company has been getting all the cars needed, though deliveries are a little slower than usual. Building trade buying continues good, while the piano industry is showing increased activity in the market.

R. M. Bickford of the J. C. Deacon Company finds business "slow" and he is very much dissatisfied with the truculent attitude of the buyers, who are inclined to quibble unduly about prices and to show extreme caution in buying for future delivery. The strikes have caused considerable difficulty in getting shipments from the veneer and plywood mills and mill deliveries are also slow because most of the mills are short on logs and behind in their orders.

Spicker Confident of Future

J. T. Spicker of the Ingalls-Spicker-Ransom Company expressed considerable confidence over the current and immediate future situation in the veneer business. He says that in the upper grades just as in lumber, this product takes care of itself being salable as fast as, if not faster, than cut, but that while the upper grades have in the recent past caused considerable worry, they have been showing more movement of late, though for the immediate present, on account of mid-season conditions, orders might well be a little more plentiful.

Mr. Spicker told of a discernible increase in the call for mahogany in both lumber and veneers, but said further that the bulk of the call continues to be for walnut. This company is doing an excellent business and making plans for further additions to its service, which will add considerably to the prestige of its name and serve its ability to properly handle consumers' requirements.

A. W. Vermeulen of the Veneer, Lumber and Plywood Company, expressed considerable satisfaction with developments during the past couple of months, saying the month of June was considerably the best month in the history of that company. The Veneer, Lumber and Plywood Company is a comparatively new organization in the field, but has been making friends and showing a satisfactory expansion.

One item of interest on the floor of the company's warehouse at 401 N. Hoyne avenue is a considerable parcel of Tennessee aromatic red cedar veneers cut one-sixteenth inch. This runs surprisingly round and wide for cedar. The Veneer, Lumber and Plywood Company is not certain yet whether it will sell this stock as veneers or build it up with walnut or mahogany one face and cedar the opposite face for cedar-chest work. The Veneer, Lumber and Plywood Company is getting in a considerable shipment of mahogany and other fine woods, which is stored in its lumber warehouse adjacent to its office.

(Continued on page 46)

ALGOMA *the Better* Plywood



Attraction!

Like the fascination of precious stones, is the attraction of beautifully grained Plywood.

The attraction of Better Plywood begins in the making. Men who work with fine materials, and every encouragement to accuracy of matching and surfacing, naturally come to feel the attraction of doing things better.

You can carry the attraction of Better Plywood into the making of the finished product. Any man who enjoys the pride of fine accomplishment, will find expression for his craftsmanship in the Plywood from Algoma.

Think, then, of the final purchaser. How will the attraction of better workmanship all along the line influence him? Your dealers can tell you how much appearance helps win a sale, and how much good workmanship enhances value.

Have you felt the attraction of Better Plywood? Order from Algoma; then you will know.



ALGOMA PANEL COMPANY, *Algoma, Wis.*

British Standards for Aeroplane Plywood

The standards which the British government insists upon in plywood for aeroplane construction are described in the following article, which appeared recently in *The Timber Trades Journal* of London, England:

"In view of the fact that only the most reliable plywood can be used for aeroplane construction, the standard quality and tests of the plywood used for this purpose should be a matter of general interest to plywood merchants and manufacturers, the question of the right composition of a reliable board being one of the first to be considered in this connection.

"It has been found that in order to obtain the maximum factor of safety, the face veneers of boards used in aircraft construction should be either birch, ash, mahogany, or American gum. In some cases, as, for example, in the construction of sea-plane floats, all three plies must be of these materials, though for general aircraft construction purposes the centre ply of a three-ply board may be made of either poplar, American whitewood, or alder.

"With regard to the quality of the individual veneers, no specially hard and fast rules are applied, it being understood that only veneers falling under the generally accepted grading as being free from sap, dote, loose knots, and other serious defects, should be used in the manufacture of first-class plywood. However, special and careful attention should be paid to this process of manufacturing the boards, and any board which is either 'not flat,' or shows any bumps or blisters (that is, parts where the cement has not properly connected the plies) cannot be accepted, not even for the lowest quality, and overlaps, either in the inside or outside veneers are equally considered as not permissible in any plywood of higher grades. Gaps between joints or shakes in the wood would also condemn a board. The finished board, suitable for aeroplane construction, and generally termed as being of the first quality, after drying under the following atmospheric conditions:—Temperature, 95 degs. to 110 degs. C., and humidity 40 per cent. to 60 per cent.—should show a moisture content of from 18 per cent. to 8 per cent.

"As regards the cement shearing strength, it is generally accepted that a board should withstand from 150 to 200 lbs. per sq. in.

"The most important tests, however, are those of the cement, and it is here where great difficulties are generally experienced by the manufacturers. A certain cement may be extremely suitable for a particular kind of wood, but may be thoroughly unreliable with a different kind, and tests have therefore to be made, not only at the factory before producing the boards, but also after a certain time when the boards have had a chance of drying properly. In view of the importance and the difficulties of testing the cementing of the boards, various experiments are generally made, so as to test not only the properties of the cement itself but also its effectiveness in the particular board. The ordinary cement test may be either an exposure of a sample for one month of saturated air at a temperature from 20 to 25 degs., at the end of which period no sign of separation of the plies should be apparent; or secondly, an exposure of the sample to alternating dry and wet air for one month, whereby a careful record of the effect of this test is to be kept; or thirdly, an exposure of the sample for two months to atmospheric influence, whereby it has to be protected from the direct influence of rain. In these latter cases only a very slight separation of the plies is allowed at the end of the period. The most ordinary cement test is, however, the stripping of the plies apart by means of a knife, and observing as to whether the fibres of the separate plies adhere to each other, or whether the plies separate easily without leaving any trace of adhesion. This test, however, is only a layman's test, and certainly does not enable the examiner to pass any opinion on the merits or the deficiencies of any particular cement under examination.

"A very effective test is the peeling test. This is generally ef-

fected with a sample of about 6 in. square, which is boiled for a period varying in accordance with its thickness—it being accepted that for boards made of veneer of a thickness of $\frac{3}{8}$ in. three hours of boiling should be required, and for each additional $\frac{1}{8}$ in. thickness of veneer two hours should be added. After having boiled the sample all this time, it should be dried at 70 degs. Cel., and should then show no appreciable signs of separation.

"In order to appreciate the wonderful strength of a reliable cement, the following bending test explains the property of a well-built plywood board better than any lengthy details. A sample of plywood 12 in. x 2 ft. should bend cold at a thickness of $\frac{1}{16}$ in. to a 3 in. radius; one of $\frac{3}{8}$ in. to a 4 in. radius; one of $\frac{1}{8}$ in. to a 6 in. radius; one of $\frac{3}{8}$ in. to an 8 in. radius; one of $\frac{1}{8}$ in. to a 10 in. radius; and one of $\frac{1}{4}$ in. to a 12 in. radius; and at that not show on either side any signs of splits, cracks, or other fractures, and no separation of the plies.

"The severity of these tests, and the fact that plywood coming up to the quality of these tests can, and is being manufactured, justifies the great belief that plywood manufacturers place in the future of plywood.

"These extraordinary high properties of plywood prove once more that, provided suitable and good wood is being supplied for the manufacture of the boards, no limit has yet been found to the development and application of this wonderful material, both in the construction of aeroplanes as also in the domain of general engineering."

New Courses to Be Given at Forest Products Laboratory

Plans are being made by the U. S. Forest Service to expand the instructional work of the Forest Products Laboratory at Madison, Wisconsin, so as to benefit other wood using industries besides those interested in kiln drying and boxing and crating. Beginning September 11, a new course in the Gluing of Wood will be given, and courses along other lines of wood utilization will probably be added during the next 12 months.

Three short courses will be given in September as follows:

The Kiln-drying of Wood	September 11 to 22
The Gluing of Wood	September 11 to 16
Boxing and Crating	September 11 to 16

The course in Kiln Drying has been given 27 times with a total attendance of 292 men. The course in Boxing and Crating has been given 16 times with a total attendance of 143 men. The men who have taken these courses represented a large variety of interests and came from all parts of the country and even foreign countries.

In the new course in gluing, which lasts one week, the following subjects will be covered: structure of various woods and how it affects gluing; prevention of shrinking, swelling, warping, and cupping in boards or panels; effect of moisture in wood on glue joint; selection and use of animal glues, vegetable glues, and water-resistant glues; principles of laying veneer and plywood construction; control of temperature, pressure, and assembly time in gluing; testing strength of glued joints; and analysis of defects common in gluing.

These courses are of a practical nature; they are for industrial representatives and do not call for any educational requirements. The purpose of the Forest Service in offering them is to help the industries to get better results with more of the lumber they manufacture or buy. In this way not only will less timber need to be cut but the profits resulting from efficient production will be greater than those derived from present wasteful methods.

Many firms who have sent representatives to the Forest Products Laboratory for a week or two of study have stated that they were able to effect savings and improve the quality of their goods to the value of thousands of dollars annually.

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*



THIS beautiful burl is a representative sample of several carloads of Walnut Burls recently cut and on hand at our plant ready for shipment.

With an organization world-wide in its operations, you may rest assured that the type of figured veneer you want may be found at the *Willey* plant.

Veneer & Lumber

Walnut

American and Circassian

Mahogany

Quartered Oak

English Oak

Satinwood

Vermilion

Teak

Rosewood

And Many Other Foreign
and Domestic Woods



(1851)

WHEN you are looking for veneer for a particular fine piece of work—or when the “ordinary” kind will serve just as well—you will find the resources of the *Willey* plant a great convenience—a time and trouble saver.

When you want small lots of various kinds of veneer and hardwood lumber, your requirements can be completely met at our mammoth plant, and shipped in one lot, reducing the risk of loss and damage, and effecting a saving in freight charges.

When only one small item is desired, you have the entire *Willey* stock and equipment to draw from and your orders will always have our customary careful and prompt attention.

Some particularly beautiful, highly figured Walnut logs are just being manufactured—our stock is large and complete. Samples gladly sent to all who are interested.

C. L. WILLEY COMPANY

2558 South Robey Street
CHICAGO

W. T. MOORE
Sales Representative for
Michigan
110 Pearl Street
Grand Rapids, Mich.

W. B. VAN
Eastern Sales
Representative
Everett Hotel,
Jamestown, N. Y.

PERKINS
183

Trade Mark
Reg. U. S. Pat. Off.



PERKINS
183

Trade Mark
Reg. U. S. Pat. Off.

GENERAL OFFICES AND FACTORY

Users of Perkins Vegetable Glue ARE FULLY AND PERMANENTLY PROTECTED

Patents covering Perkins Glue have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and General Offices: LANSDALE, PA.

Sales Office: SOUTH BEND, IND.

Evansville Veneer and Plywood Users

George E. Reichmann, manager of the Evansville Furniture Company at Evansville, Ind., has returned from a business visit to St. Louis.

Richard E. Edwards, president and manager of the Peru Chair Company at Peru, Ind., has been elected first vice president of the First National Bank of that city to take the place of Milton A. Edwards, who died recently.

The estate of the late H. Fred Reichmann, furniture manufacturer and banker at Evansville, Ind., who died recently, is valued at more than \$150,000, according to an inventory filed in the probate court in that city a few days ago. Mr. Reichmann was a director of the Globe-Bosse-World Furniture Company and president of the West Side bank in addition to being connected with several other large manufacturing concerns of that city.

William M. Elles, manager of the Evansville Desk Company at Evansville, Ind., has returned from a business trip to Indianapolis.

Plans are going forward rapidly for the semi-annual furniture and stove market that will be held at Evansville, Ind., September 11 to 16th. John C. Keller, secretary and traffic manager of the Evansville Manufacturers' Association, under whose auspices the market will be given again this fall, has sent out more than 14,000 invitations to retail dealers in all parts of the country and he will send out a large number more invitations within a short time. Mr. Keller says in the event that the railroad strike is settled before the first of September, he is of the opinion that the attendance and sales at the market this fall will be larger than in past years.

Shoe Takes Family to North Carolina

Perry V. Shoe, vice-president of the Kosse, Shoe and Schleyer Company, walnut and veneer lumber manufacturers, has gone to North Carolina with his family where they will enjoy a month's vacation in the mountains.

Russe Buys Control Allen-Eaton Panel Company

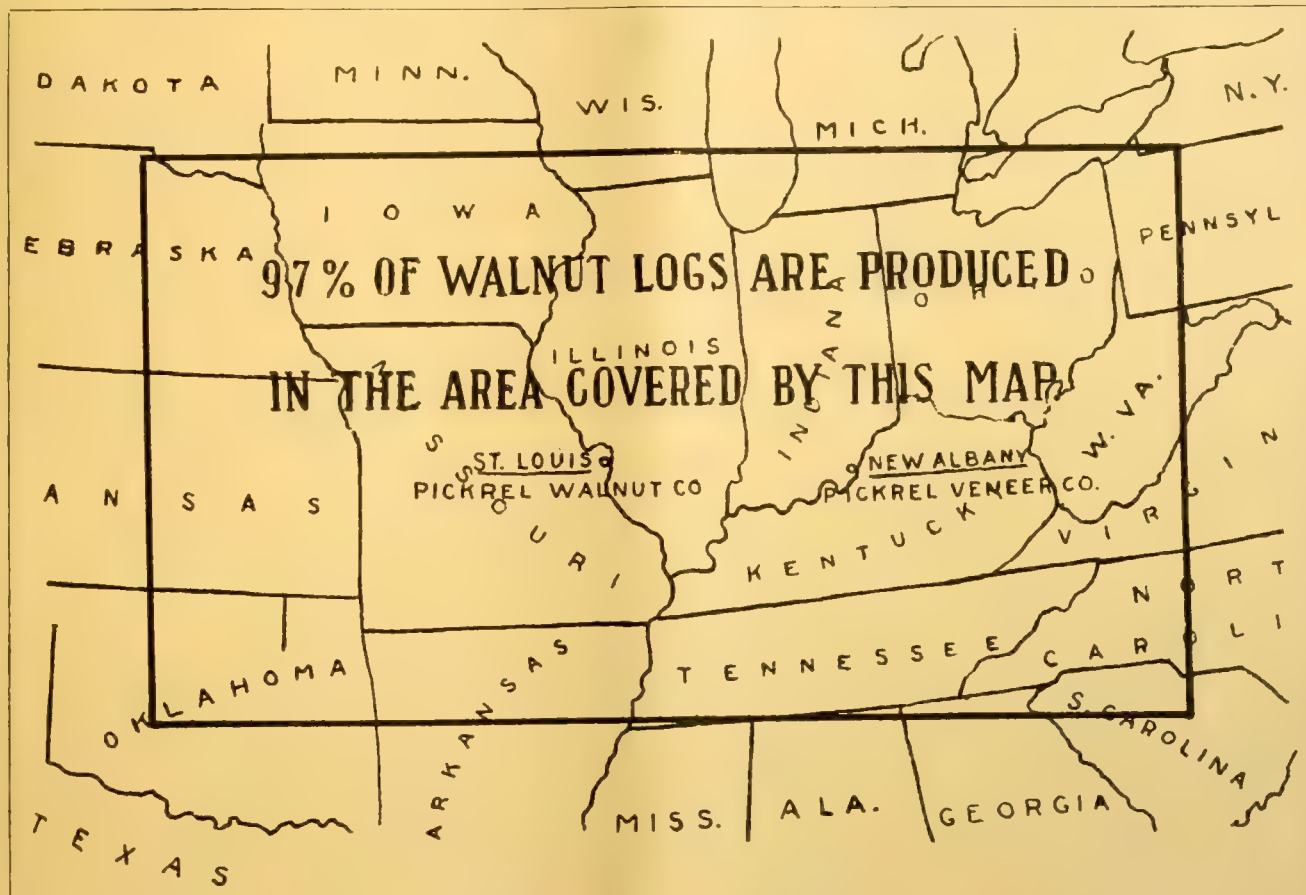
W. H. Russe, one of the most prominent lumbermen of Memphis, who recently practically retired from the hardwood lumber business through transfer of his interest in Russe & Burgess, Inc., to Franklin T. Turner and associates, who later formed the Turner-Farber-Love Company, has just acquired controlling interest in the Allen-Eaton Panel Company through acquisition of the stock of Otis A. Felger, of Grand Rapids, Mich., and J. Q. Eaton, of Memphis. He is preparing to take an active part in the management of the company. This change in stock ownership will necessitate reorganization, due announcement of which will be made later. The Allen-Eaton Panel Company is engaged in the manufacture of panels and built-up veneers under a special process controlled by C. B. Allen. The plant has been closed down recently because of inability to secure coal but it has obtained fuel and operations were resumed Aug. 7. Mr. Russe has had a small amount of stock in his company ever since it was organized.

Plywood Company Moves to Larger Quarters

The United States Plywood Co., Inc., of New York City, handlers of waterproof plywood, "Casco" waterproof glue and other similar products announces that the growth of its business has necessitated moving to greatly enlarged quarters and that it will soon occupy its own building containing somewhat over 25,000 feet of floor space. The building is on Eighth avenue, New York, running from Fifteen to Sixteenth streets. Lawrence Ottinger, president, states that this will give to his company the most complete plant for the handling of plywood in the East. Mr. Ottinger further states that his company is also opening a new department for the handling of veneers.

Wm. B. Baker of Chicago, secretary-treasurer of the National Association of Chair Manufacturers, is enjoying a vacation in Colorado. Mr. Baker expects to be gone until around the middle of August.

COLLECTION OF LOGS is the keynote of the Walnut Industry



HIGH FREIGHT RATES prohibit excessive hauls for walnut logs. But to produce a desirable selection and quality of lumber and veneers, a wide range of log supply is imperative. This map gives striking proof that through the strategic location of the Pickrel plants, buyers of Pickrel Walnut Lumber and Veneers are insured the pick of practically 100 per cent of the walnut region. Our product is offered on the market in line with lowest competitive prices.

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

Specialists in DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICHIGAN

Rotary Cut NORTHERN VENEERS

Members of
Maple Flooring
Mfrs.' Assn.

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers. We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring.

GET OUR PRICES

The Northwestern Cooperage & Lumber Company
Gladstone, Michigan

CHICAGO OFFICES:
812 Monadnock Block

MENE, MENE TEKEL UPHARSIN

(You are weighed in the balance and found wanting)

THE HANDWRITING ON THE WALL

*The wheel of progress turns steadily—
The oxcart, the horse, the auto, the aeroplane
mark successive steps in the advance
of civilization toward its goal.
Now the hot pot and the flour-pastes—
non-waterproof and susceptible to heat
give way to*

Casco
*Waterproof Glue
Immensely strong
Mixed in cold water
Uniform—Economical
Heat resistant*

Write for "CASCO"
Red Book, a manual
on Veneers, Panel-
Making and Glue.

Samples of
"CASCO"
on request

THE CASEIN MANUFACTURING CO.

Largest and Longest Established Manufacturers
of Casein Products in America

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

Wood Finishing Research

On May 3 a conference was held at the Forest Products Laboratory at Madison, Wis., which was attended by representatives of various interests where finishing on wood is an important factor. It was felt that there was a common interest to be achieved by the various industries and that any work conducted by any one industry would affect the others. Therefore, it was concluded that the simplest formation possible should be put into operation and the work started by getting together all of the published works on wood finishing which are in existence. Evolving from that point the various problems now affecting each industry would be taken up in order and whatever conclusions were reached would be put into printed form and distributed in the most effective manner possible.

One of the individuals who has devoted a great deal of energy toward starting this movement is Dr. A. H. Sabin, well-known authority on paint and varnish, and an author of a text book on both subjects. A program has been prepared by Dr. Sabin for guidance of the executive committee on wood finishing research.

It is conceded that the finishing department is the one phase of manufacturing which is least under the direct control of the management. Therefore, it behooves the management to substitute for the magic supposed to exist with the finishing foreman such a knowledge of formulas and methods, together with a knowledge of proper contacts, so that the management may at all times direct the finishing process, and that the craft of finishing may be advanced because of the co-operative efforts on the part of the industries most affected.

A very important part of the program lies in the proposed class to be established at the Forest Products Laboratory to which manufacturers can send employees who will there learn the fundamentals of finishing on different species of wood, and there receive inspiration to read up on the subject of finishing and to receive such bulletins as are issued by the wood finishing research. Such a school would be a tremendous help to manufacturers in providing substitutes for finishing foremen.

Primarily this activity is to be directed by an executive committee representing the interests of finishing on wood. As the executive committee determines its program it will establish an advisory committee composed of the directors of the government laboratories and representatives of the paint and varnish interests so that duplication of effort will be avoided.

The interest already shown in this movement by architects, farm bureaus, the piano industry, furniture industry, agricultural implement industry, railroads, and others, indicates that there is a real need of this energy being advanced through the co-operation of all of these interests. The Forest Products Laboratory has already allotted a certain amount of expense to start this work. The industries will underwrite a certain amount to take care of the initial expense entailed and it is hoped that ample appropriations will be secured in the 1923 Budget of the Forest Products Laboratory to carry on this work in a manner which will relieve the underwriters from further expense and will incorporate this as a Research Department in the government institutions on an ever increasing scale.

The executive committee is composed of the following:

Sullivan W. Jones, 19 West 44th St., New York, N. Y.; representing The American Institute of Architects.
Emil Wolff, 711 Milwaukee Ave., Chicago, Ill.; representing The Music Industries Chamber of Commerce.
Alfred D. Flinn, 29 W. 39th St., New York, N. Y.; representing The Engineering Foundation, The National Research Council.
W. A. Babbitt, P. O. Box 517, South Bend, Ind.; representing The National Association of Wood Using Industries.
H. J. Sameit, Transportation Bldg., Chicago, Ill.; representing The National Farm Equipment Association.
J. R. Howard, 58 East Washington St., Chicago, Ill.; representing The American Farm Bureau Federation.
Maynard Guest, Grand Rapids, Mich.; representing The National Council of Furniture Associations.
All funds paid in by the underwriters are to be handled by the Engineering Foundation of New York City.



Means Guaranteed Quality
On the Back of Your
Veneered Tops and Panels

NAPOLEON KNEW A THING OR TWO

OVER in France, at Malmaison, they will still show you a remarkable collapsible cabinet or writing desk made for Napoleon himself, on his own specifications, and used by him on the most famous battle fields of Europe.

Veterans of the Old Guard called it the "bureau de campagne," and for years it withstood the hardest kind of punishment on the march over the worst roads imaginable—and in battle.

It is still intact, still in perfect condition.

It is built of plywood, sides, front, tops and back—

and veneered with rosewood.

Not a blister on it.

In the plant of the New Albany Veneering Co., all face veneers are sprayed with hot water, placed between super-heated poplar caul boards, put un-

der extreme pressure and left for not less than twenty-four to forty-eight hours. This method of handling face veneer leaves it dry, flat and pliable.

Our plant has been declared the most modern, the best equipped, and the best arranged institution of its kind in the country; and it is.



New Albany Veneering Company
New Albany, Indiana

CHICAGO

FOR

VENEERS and PLYWOOD

There isn't a thing in plain or fancy veneers, there isn't a type of plywood

THE VENEER LUMBER AND PLYWOOD COMPANY

HIGH GRADE

MAHOGANY
WALNUT
QUARTERED OAK } VENEER
PLAIN OAK

MAHOGANY
WALNUT } LUMBER

VENEERED PANELS "A" GRADE

ANY WOOD—ANY SIZE

Office and Warehouse: 401-419 N. Hoyne Ave.
PHONE WEST 6710

Plywood Veneered PANELS

Rotary Veneers

25 Cars all woods, many special sizes,
in CHICAGO WAREHOUSE for
immediate shipment. Get our stock
list. We have the panels.

MILL SHIPMENTS in straight
cars, pool cars, and LCL shipments.

Let Us Know Your Requirements

R.C. CLARK VENEER CO.

"QUICK SHIPPERS"

1650 Besley Court

WALNUT

MAHOGANY QT. SWD. OAK

DELIVERIES
QUICKLY
MADE

EVERY SHEET
CUT FOR
QUALITY

VENEERS

ANY QUANTITY
L. C. L. OR
CAR LOAD

LUMBER

NO TROUBLE
SPARED TO
SATISFY

THE DEAN-SPICKER CO.

JOHN R. DEAN, President

22nd St. and South Crawford Ave., Chicago

Poplar and Gum

VENEER of Quality

You will get somewhere if you
use good veneer to start with.

We can make prompt shipment

MOUND CITY VENEER MILLS

Sales Offices: 965 West 22nd Street, Chicago

Mill: Mound City, Illinois

CHICAGO

FOR

VENEERS and PLYWOOD

What you can't buy and buy right from these responsible Chicago firms

J. C. DEACON CO.

VENEER, LUMBER and PANELS

We carry on hand in our Chicago Warehouse a complete line of dependable panels for immediate shipment

We Make a Specialty of

BIG TIMBER FIR PANELS

Ask for Our Stock List

2627 S. Robey St., Chicago

PHONE CANAL 0635 AND 0247

THE Ingalls-Spicker-Ransom Co.

Manufacturers of Walnut, Oak, Mahogany and other cabinet woods in lumber and veneer.

Years of Practical Experience. Our organization is composed entirely of men of national reputation in this industry.

Complete Stock in Warehouse. We now offer at Chicago a full line of high class walnut, mahogany and oak veneers.

WALNUT BUTTS A SPECIALTY

Main Office, Veneer and Saw Mills: Nashville, Tenn.

SALES OFFICE AND WAREHOUSE
3622-3628 S. Morgan St., Chicago

PHONE: BOULEVARD 0830

Veneer Manufacturers Co.

Largest Veneer Warehouse in Chicago

The Very Best

**VENEERS AND
PANELS**

ON THE MARKET TODAY

No Other Veneer Warehouse Affords the Possibilities We Offer

A VENEER FOR EVERY PURPOSE
EACH THE FINEST OF ITS KIND
Face Stock, Core Stock, Crossbanding

Unsurpassed Service

Right Prices

Fair Terms

1036 W. 37th St., Chicago, U. S. A.

S. J. AUSTIN VENEER COMPANY

Manufacturers of

*Fine Walnut Veneers
and Butt Wood*

SALES OFFICE AND WAREHOUSE
1844 CARROLL AVENUE

A Dependable Source For Your Requirements

About One Million Feet of

PLYWOOD

3/16" to 1/2" in Thickness

AND

Over One and One-half
Million Feet of

VENEER

in Stock. We make Panels
to Your Sizes in Car or
L. C. L. Lots.

QUALITY & SERVICE

Write or Wire for Price List

Geo. L. Waetjen & Co.

717-723 Park Street

MILWAUKEE

WISCONSIN



Hoffman Brothers Company

ESTABLISHED 1867

INCORPORATED 1904

VENEERS

HARDWOOD LUMBER

800 W. Main St., FORT WAYNE, IND.

Plants: Fort Wayne, Ind. Kendallville, Ind. Burnside, Ky.

(Continued from page 35)

Austin Is Optimistic

S. J. Austin of the S. J. Austin Veneer Company, takes a particularly optimistic view of the situation. Mr. Austin said, though, the strike situation seemed to have interfered somewhat with the normal run of furniture business though his company is getting a very satisfactory volume of business. In walnut he says he is making a very fine line and selling it as fast as he can make it, while in mahogany although June was an excellent month, he has turned over little of this stock since, with, however, considerable prospect for the future. The Austin Company is making arrangement to put on a well-known man to cover primarily the Michigan territory in the near future.

The veneer market is extremely unstable, according to the opinion of R. A. Smith of the Mound City Veneer Mills. It is

as variable as the moods of April and as jumpy as a nervous horse. Business one week may be booming and the next it may drop off to almost nothing. Buyers seem to be suffering from a nervous disorder, which might well be called depressionitis. They live in constant apprehension of being caught again like they were when the post-war bubble burst. They buy only what they must have and when something happens, like the cancellation of an order or a coal or railroad strike, they scurry back to cover and stay there until everything is serene again. The coal and rail strike situation had driven, and was keeping, some of the veneer buyers under cover when Hardwood Record talked to Mr. Smith. Buying had fallen off from a state of good business to very slow business, according to Mr. Smith's experience. "But when the strike is settled, I believe business is going to pick up again big," said Mr. Smith. "Business will continue to fluctuate considerably, and we will have good weeks and bad for a long time, but in the aggregate we'll do pretty well. The piano industry is swinging back into production and is buying in substantial quantities for the first time in two years. The furniture people have a good many orders on their books and they will probably get a good many more this fall. So I don't see why demand for veneer and plywood is not going to be pretty good for the next few months."

Mr. Smith left on July 29 for northern Wisconsin, intending to spend a two-weeks' vacation fishing and playing golf around Merrill and other points in that part of the country.

Miss Virginia Bernero, who has been bookkeeper for the Mound City Veneer Mills and the Hardwood Mills Lumber Company for the past six or seven years resigned in the latter part of July, and early in August was married to A. E. McDonnell, of the firm of Gubbins & McDonnell, one of the leading real estate organizations of the Rogers Park district in Chicago. Miss Bernero is known to a great many of the lumbermen.

S. D. Rowe of the Veneer Manufacturers Company, has gone East to join his family for a vacation at their summer home at Hyannisport, Mass.

Modern Finishing Methods

There are two ideas which have been brought into action in the woodworking industry to do the work of the hand brush in painting and varnishing. One is dipping, but the more modern is that of spraying. There seems also to be some combining of the two, but the tendency of the times is strongly toward the use of the spray, especially in the making of furniture and other case goods. The spray is used not only for the finishes proper but also for the stain and filler.

There goes with both the spraying and dipping a new order of things in the making of finishing materials, and incidentally there has been developed with it a much wider use of alcohol and spirits and quick drying solvents for finishing materials.

These modern methods have helped make it more easily practical to get protecting coats on the inside of furniture as well as on the outside, for to do all this with hand brushes now would make it much more costly. And it is being also generally recognized that the protecting coat on the inside of work is well worth while. As a result many furniture factories put at least two finishing coats of material on the inside of their work.

The point of main interest to veneer users about this, that is aside from those employed in the work of finishing, is in the effect the differences in the finishes and method of application may have on the woodwork itself. Whether it causes any letting loose of veneer, raising of grain or distortion of work that must be guarded against. A little more studying of finishing room methods and what happens during the process of finishing should be good supplementary education for those in charge of the veneer work and the gluing.



IN THESE DAYS of competitive markets even a slight difference in the quality of the lumber that goes into your product often turns the sale in your favor.

Many of the best furniture makers in the country frankly concede that IOWA WALNUT is distinctly better on the average in texture and marking than ordinary walnuts. Let us quote you on this better walnut—lumber and veneers.



Des Moines
Sawmill Company

1021 Murphy Street
Des Moines, Iowa

The COE ROLLER VENEER DRYER

Is Synonymous with **DRYING EFFICIENCY**

If you are trying to dry your veneer without the aid of this wonderful machine you are doing yourself and your product an injustice. If you desire to perfect your product you will do well to investigate the merits of our dryer.

The New Twentieth Century Coe Veneer Lathe

Is another machine that it is hard for a veneer manufacturer to be without

We will be prepared in a short time to send you a new Clipper bulletin, in which you will find described our style L Clipper, with the automatic stop

The Coe Manufacturing Company, Painesville, Ohio, U. S. A.

PURCELL

**Are You Interested in the
Following Exceptional Values
in High Grade Walnut?**

1s & 2s, all 6' & 7' long . . .
..... 4/4, 5/4 & 6/4

1s & 2s, all 8' & 9' long . . .
..... 4/4, 5/4, 6/4 & 8/4

Selects . . . 4/4, 5/4, 6/4, 8/4

No. 1 Com. . . 3/8, 1/2, 5/8,
3/4, 4/4, 5/4, 6/4 & 8/4

No. 2 Common . . .
..... 4/4, 5/4, 6/4 & 8/4

ALL STEAMED AND 10
MONTHS ON STICKS

Mills and
Offices
Kansas
City,
Kansas

**FRANK PURCELL
WALNUT LUMBER CO.**

*A Ranking Name in Walnut
for Many Years*

WALNUT

Panama Mahogany

(Continued from page 35)

to market thus far were obtained chiefly from the lowlands, and this is to be expected, because such regions are most easily accessible; there are almost no rivers in Panama that can be depended upon for floating the logs and for that reason very limited quantities of the harder and darker grades of logs growing on the uplands have been cut and transported to the coast. It is believed, however, that Panama's forests will be opened up gradually and better and less expensive means for bringing the logs to the shipping ports will be devised and utilized. Whether Panama will soon become an important factor in supplying mahogany to the consuming countries cannot now be prophesied, but it is known definitely that genuine mahogany does occur in spots all along the Pacific side of the Continental Divide and, that, judging from con-

servative estimates made, has in excess of 500,000,000 feet of standing mahogany.

In conclusion, it may be of interest to note here that there are those who claim that they can recognize Panama mahogany and distinguish it from the wood of other origin by the storied or tier-like arrangement of the pith rays visible on the smooth tangential or bastard cut surface of the Panama wood. While it is true that this tier-like structure occurs in the Panama wood and can be seen even with the unaided eye, this character is present also in woods from other sources, and it cannot, therefore, be depended upon as a mark of distinction.

Hunting Bargains in Veneer

There are some people who are persistent bargain hunters in the veneer market because they are parsimonious buyers. There are some who persistently seek for bargains in the way of face veneer offerings of unusual figure because they are seekers after opportunities to develop unusual beauty. With the general veneer buying public, however, there are two situations which make for more than the usual tendency toward bargain buying. One is dull times with a surplus of veneer offerings. The other is strenuous times when veneer is scarce and high and the buyer feels like he is driven to economize by seeking for bargains.

No matter what starts a man out bargain hunting, the chances are that unless he is an expert at the game it will prove wasteful of both time and money. The reason is that too often a thing bought at a seemingly low price is not a bargain.

There have been instances related where buyers saved or thought they saved ten dollars a thousand in buying veneer, to find out in the end that they had been wasting money because the veneer was lacking in some of the essential qualities. Either it took more of it to do a given amount of work, or when finished off and showed up bad, the kicks and claims from customers cost a lot more than the saving in purchase money, to say nothing of the loss of reputation to the house.

The bargain buyer who feels driven by the stress of circumstances to seek lower cost in his veneer can be sympathized with, though he should learn and probably will learn, from experience that it is a poor game. The bargain buyer who is out to profit himself regardless of the welfare of others, is not entitled to sympathy when he finds he is "stung."

The business of veneer buying and selling is mutual. That is, both the producer and seller of veneer and the consumer must prosper, otherwise there will be no future trade. So the logical idea to follow for stability in business is that of maintaining fair prices and a high grade product. The disregard of the welfare of the other fellow and the natural instinct to pick up bargains, however, is one that many will follow. Also, it is one out of which some will profit but the majority will likely find more regret than profit in their bargain buying.



BeVeCo
VENEERS

Bird's-Eye Maple Veneer

*Gives that touch of refinement
to quality cabinet work*

THE delightful beauty of bird's-eye maple has been acknowledged by many generations of home builders. Its lasting popularity reflects as well the inherent quality of the wood. Bird's-eye offers a touch of delicacy not otherwise procurable and for innumerable purposes is indispensable. Bird's-eye for the exceptional bedroom suits, for the delicate boudoir interior, for such refreshing contrasts as drawer linings, where the dark outside effect is used, is incomparable.

The Bird's-Eye Veneer Com-

pany stands practically as the bird's-eye veneer industry. In our selection of logs we canvass practically all points of possible bird's-eye production. The standards of bird's-eye manufacture are based on Bird's-Eye Veneer Company refinements of method. The product offered on our sales floor is indisputably the ultimate attainment in beauty of figure, uniformity of color and consistent perfection of manufacture. Beyond that our service to customers is one hundred per cent conscientious.

May we suggest to you some of the many new uses for bird's-eye which are helping to make profits for furniture, interior finish and other manufacturers?

BIRD'S-EYE VENEER COMPANY
ESCANABA, MICHIGAN





Leaders in Veneer and Plywood Since 1880

FROM the two splendid plants pictured on this page (monuments to 42 years of conscientious and intelligent effort), many important American industries are filling their requirements.

Our growth has been so carefully planned that the organization naturally inspires confidence. Each department has an important bearing on the whole. Great tracts of timber selected years ago from the cream of the then practically untouched hardwood forests; splendid factories built with a thorough knowledge of the intricate demands of quality production; sales representation which makes it a pleasure to establish contact; all contribute to our position of leadership. Your business, too, may be wisely intrusted to our hands. May we assist you in

Veneers and Plywood

In stock sizes—also according to specifications in Walnut, Mahogany, Quartered and Plain Oak, Gum, Birch, Ash, Plain or Figured Yellow Pine, Cottonwood, Sycamore & other woods.

St. Louis Basket & Box Company

ESTABLISHED 1880

ST. LOUIS, MISSOURI

900,000 feet selected hardwood logs cut from our own timber and destined for our own mills



(Continued from page 34)

mill proper. New machinery to be installed will include a band re-saw, sander and smaller equipment. Storage space is provided on the second floor, and an electric elevator will be provided for moving the material. The plant will be ready in fall.

TORONTO

The sales staff of the Seaman, Kent Company, Limited, Toronto, manufacturers of hardwood flooring, held a very successful reunion a few weeks ago at Meaford, Ont., where all the departments of the company's big plant were thoroughly inspected and the balance of the day spent in recreation. Dinner was served at the hotel when a welcome was extended by the mayor of the town.

A. E. Stanners, who has been for the past twelve years associated with the Seaman, Kent Company, Limited, has been appointed sales manager, succeeding W. T. Cole, who recently resigned to enter business for himself. Mr. Stanners was for some time the firm's representative in Winnipeg.

The Standard Lumber & Supplies Company, Limited, who were recently granted a charter to engage in the hardwood and other lumber business, are opening a yard in Windsor, Ont. The firm expects to put up a modern plant and carry a full line of building materials. E. J. Kerby is the secretary-treasurer of the company, and E. Allen, who was with Robert Stewart, Limited, Guelph, is a member of the organization.

Quebec Hardwoods, Limited, Montreal, were recently incorporated with a capital of \$50,000, with power to manufacture and market all kinds of forest products.

The Industrial Specialty Manufacturing Company of Magog, Que., has purchased the sawmill and equipment of O. Langlois, whose plant adjoined their own. The Industrial company is cutting this season about 2,000,000 feet, three-quarters of which is hardwood.

Damage roughly estimated at \$50,000 was done by a fire which broke out at the planing and saw mill of the Lambert Lumber Company, Welland, Ont., on July 16. A considerable quantity of hardwoods were destroyed and the whole plant was badly damaged.

The Sheppard-Dunn Lumber Company, Limited, has been organized and been granted an Ontario charter to engage in manufacturing and sale of hardwoods and other forest products. The company, the headquarters of which are at Waubashene, Ont., is capitalized initially at \$40,000 and the provisional directors are G. V. Draper, E. W. White, W. E. Johnson, A. Midwood and Allen Bush, all of Toronto.

The sawmill at Little Current, Ont., which was purchased by the C. Beck Manufacturing Company of Penetanguishene a few years ago, was recently sold to White, Gratwick & Mitchell, dealers in hardwood and other lumber of North Tonawanda, N. Y., who have large interests in Canada. The new proprietors have put the plant in operation and will do considerable sawing for other firms as well as their own. The mill has a cutting capacity of about 80,000 feet a day.

Satin Finish Hardwood Flooring, Limited, has been organized, with headquarters at Toronto, to carry on business as manufacturers and dealers in hardwood flooring and woodenware of all kinds. The authorized capital is \$100,000 and among the incorporators are G. E. Atwood, G. M. Huycke, J. E. Taylor, W. A. J. Case and J. J. Huggard.

Over 6,000,000 feet of lumber, including considerable hardwood stock, was burned on July 31, at the village of Trout Mills, near North Bay, Ont., the William Miln & Son property being the sufferer. The loss through the fire is estimated at \$350,000 and other losers are the Union Lumber Company, the Standard Planing Mills, and the Canadian Timber Company. The Keenan Company of Owen Sound were also losers to a considerable extent. The losses are pretty well covered by insurance.

The Soo Lumber and Mill Company, Limited, has been organized at Sault Ste. Marie, Ont., to manufacture and deal in hardwoods and other wood products, with an authorized capital of \$150,000. Among the incorporators are F. E. Hollingsworth, Edward Hollingsworth and James D. Becking.

Shaver's saw mill, with a large quantity of hardwood lumber, was destroyed by fire which broke out in the mill at Cape Town, Ont. Only small amount of insurance was carried.

H. J. Terry, of Terry & Gordon, Ltd., Toronto, who is chairman of the Wholesale Lumber Dealers' Association, Inc., has returned from an extended trip through the western and southern states.

GRAND RAPIDS

The American Seating Company, manufacturers of school desks and opera chairs, has just begun building an addition to cost \$600,000. This company consumes 9,000,000 feet of lumber annually.

The Wilmarth Show Case Company is moving into a new addition and announces an increase in production of 20 per cent.

The Hayes-Ionia Company is adding 70,000 square feet to its automobile body building plant and will increase the number of its employes from 1,500 to 2,000 immediately.

Henry Idema has been elected president of the Turtle Lake Lumber Company. Other officers chosen were: Vice-president, Heber W. Curtis; secretary-treasurer, George Daniels; manager, Robert Duncan.

W. E. Vogelsang, former manager, has sold his \$60,000 interest to Mr. Curtis and now is manager of the Wiedman-Vogelsang Lumber Company, with offices in the Grand Rapids National Bank Building.

Manufacturers of Stimson's HARDWOOD LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn.

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

Plain and Qtd. Red and White

Even **OAK** Soft
Color AND OTHER Texture
Hardwoods

Soft Yellow Poplar

MADE  RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The
Mowbray & Robinson Co.
(INCORPORATED)
CINCINNATI, OHIO

BUFFALO

The Buffalo Lumber Dealers' Association has invited all members of the local lumber trade to attend an outing at East Aurora on August 22. Golf games, with prizes, will be the chief feature of the outing, and a baseball game will also be played. Supper will be served at the Elma M. E. Church.

One of the drawbacks to the lumber trade is the shortage of fuel for the lake steamers. This always used to be in unlimited quantity, but now if a lot of fifty tons is found anywhere it is the exception and the prices run up to \$10 a ton or more. This not only cuts down the speed of the steamers, but adds materially to the expense. If it keeps on until fall, the result will be that some of the lumber will be left on the upper-lake docks. In the meantime the additional cost of transportation by rail will have to be taken into consideration by the sellers.

The Crescent Furniture Company, Warren, Pa., is to make an addition to its plant. A four-story building, 28 by 50 feet in size, and a dry kiln, 50 by 36 feet, will be erected. This with a large amount of new machinery and other equipment will greatly increase the production of the plant and will afford room for the employment of additional workmen. The company is also increasing its capital stock from \$100,000 to \$150,000, most of the increase being taken by the employees.

A. J. Elias, president of G. Elias & Bro., lately issued a statement calling attention to the needs of Buffalo's harbor and showing how little had been done toward its development. He said, in part:

"The harbor facilities of Buffalo have always been insufficient. Had proper improvements been made from time to time in development of our harbor facilities, our city would be the largest and most important on the lakes. Take, for instance, the development of the Buffalo River, to which I have in the past given a great deal of attention. It took about fifteen years to get the city to undertake this improvement, which is yet incomplete."

The Hardwood Market

CHICAGO

Trading in hardwood lumber on the Chicago market continues only fair, the slackness of demand being due largely to the failure of the furniture industry to increase the volume of its demand following the July markets, or of the railroad shopmen or coal strikes to be settled. Buyers' confidence has been disturbed and many purchases are being deferred, because of the strike situation. Hardwood flooring demand remains good and it is believed that with the settlement of the two national strikes general business will again become spirited. During the past fifteen days prices have undergone only minor fluctuations.

BUFFALO

The hardwood trade has quieted down of late owing largely to the labor disturbances around the country. Buyers are also on a vacation in many instances and do not intend taking on much more stock right away. Automobile concerns have been postponing some of their purchasing, owing to the uncertainties in the trade. They are hopeful that the late reductions in prices are going to be helpful in making sales. Furniture concerns are also holding back business to a large extent this month.

The most hopeful feature is the activity that continues in the building line. Building is going ahead in a brisk way, with a prospect of doing so for some time to come, unless it should be slowed up by a lack of materials. This has been threatened recently by the troubles on the railroads and at the coal mines, but it is believed by lumbermen that these matters will be straightened out soon. The Southern mills are finding it more difficult to move lumber, as a number of embargoes are in force, and the number of cars to be had is growing smaller.

Building in this city has been on a larger scale this year than ever before, and while some lumbermen have been looking for a reaction in this line, it is not yet in evidence. Many large office structures and business buildings, as well as homes, are likely to be built during the remainder of the year, and builders are very busy now.

PHILADELPHIA

The general hardwood situation in the metropolitan district of Philadelphia may be described as fair. While excellent business is being booked for woods used in house construction, while industrial buying is steadily improving and the furniture and box people are entering the market more and more, the deplorable situation in low grades more than offsets the good points of the market.

Within the past 30 days the old price-cutting war has returned in the low grade field, particularly in floorings. The keenest com-

petition has resulted in a slaughter in prices with the result that the widest quotations are given. Some dealers seem to insist that they will get rid of their low grades, while others want a fair margin of profit all along the line. As a consequence of the situation the public is doing more and more "shopping" before orders are placed.

Uppers are all firm and some slight increases have been recorded this past week. Oak, chestnut, douglas fir, Georgia pine and maple have been doing excellently. Business is excellent and the largest yards are still buying heavily. Some fine heavy timbers have been sold to the shipyards having contracts for the caissons for the huge Delaware river bridge. Shipyard buying on the whole is much better.

CLEVELAND

Strikes and other labor troubles are having a bad effect on business in general, but hardwood dealers in Cleveland say that so far the hardwood industry has nothing to complain of. Shipments have not been delayed, and although in some cases it has been rather difficult to keep the market supplied to meet the demand, generally the men in this industry have experienced no trouble to keep supply and demand balanced.

Hardwood dealers are finding a big market for their lumber among the automobile manufacturers, and this market will continue if reports made by leaders in the automobile industry hold true.

Hints have come from different sections of the country that the automobile business is dropping off, but inquiries made among Cleveland manufacturers prove facts to be otherwise.

BOSTON

The feeling in the trade that business will be better soon continues and inquiries for both quick and long shipments are growing. Also there is improvement in actual demand but it is not very great. However the hardwoods trade is always somewhat quiet at this time. Also the great railroad strike is beginning to hamper business here, for on the one hand worried consumers are anxious to order lumber at favorable rates and get it here quickly to be on the safe side and on the other hand wholesalers are finding that the railroad strike is making it more and more difficult to promise such quick delivery. Demand continues to improve for oak, particularly from the flooring people, and for both red and sap gum and birch. The market continues firm, especially in the firsts and seconds grade. Prices are about the same as during the past month. A feature of the market at the present time is the improvement in demand for inside finish. This was prophesied some time last spring as likely as soon as the dwelling houses then started got on toward completion. There is quite a bit of inquiry noted from the furniture people. There is much interest in and improved business in hardwood flooring. Prices for white oak, maple, birch and beech flooring here are high and firm. Though business is not at all active, there is improvement noted in demand from the hardwood yards, the furniture people, piano makers, and the railroad people.

BALTIMORE

Conditions in the hardwood trade at Baltimore are not greatly changed as compared with any previous time in the last month or two, but the indications of a fairly steady improvement are considered more pronounced than before, with some apprehension expressed just now as to the possible or probable effect of the railroad and coal strikes upon the movement of all kinds of freight. Comfort is taken in the fact that at least some of the roads which bring hardwoods are not primarily coal carriers, so that there is less likely to be congestion on these lines. According to reports, cars loaded with hardwoods in considerable number are being held in West Virginia and adjacent States because of interference with traffic, and that the mills experience more or less difficulty in taking care of their orders. It looks as though the distribution of hardwoods would attain materially larger proportions but for this handicap, which, it is hoped, will soon be removed. The inquiry for stocks keeps up quite well, with the better grades of lumber especially by no means plentiful. Furniture manufacturers in the north at least seem not to be busy for the present, while the information from those in North Carolina and other points in the South is more encouraging.

COLUMBUS

There is a steady demand for hardwoods from all sources and trade is holding up remarkably well. Although the railroad shopmen's strike is a bad factor, there has been no appreciable falling in orders. Buying on the part of retailers is still the best feature. Dealers' stocks are not large and in quite a few instances they are badly broken. Building operations, especially as to dwellings and apartments are going forward actively and consequently there is a good demand from the retail trade.

Factories making furniture, boxes and automobiles are good custo-

WE OFFER for immediate shipment the following, thoroughly dry band sawn Yellow Cypress:

CYPRESS

4/4" No. 1 Com., 8-12"	200,000'
4/4" No. 1 Com., 3-7"	200,000'
4/4" No. 1 Com., Reg.	100,000'
4/4" No. 2 Com., 8-12"	200,000'
4/4" No. 2 Com., 3-7"	100,000'
4/4" Pecky	100,000'

We are equipped to resaw and dress the above stock.

MILLER
Lumber Company
MARIANNA, ARKANSAS



mers. Orders from railroads are also growing larger and other lines of manufacturing have been coming into the market. Delay in receiving shipments is reported on all sides as embargoes on the Chesapeake and Ohio, Norfolk & Western and Louisville & Nashville have been put into force.

Prices are holding firm at the levels which have prevailed for several weeks. Strongest varieties are oak, chestnut and poplar. Some buying of ash and basswood is also reported.

EVANSVILLE

General business conditions in Evansville and other towns in southern Indiana are about like they were a month ago, although the railroad strike and the coal strike have caused more or less depression and shippers are complaining that their shipments are being delayed. Manufacturers of lumber and kindred products express the belief that trade will become nothing like normal as long as these two strikes continue. Lumber manufacturers report that while they did some business in July that there was some falling off in trade as compared to the previous month. Orders and inquiries continue to come in but the railroad strike has made things in a business way rather uncertain and everybody seems to be holding back and buying only for the immediate use. The lumber manufacturers are agreed that trade ought to show a marked improvement by the first or middle of September providing the two big strikes are over. The problem of getting coal a little later on is a big source of worry to the various manufacturers of Evansville and other manufacturing centers in that section. The coal mines in western and northern Kentucky are being operated at full capacity and in some instances with double and triple shifts, but when cold weather sets in there is bound to be a shortage of coal unless the mines in Indiana and other northern states are running, for the Kentucky fields will be unable to supply the coal that usually comes from the northern mines. The situation is not a promising one at this time and manufacturers fear that even should the northern mines start up within a short time the price of coal is going to be higher than last year. Furniture manufacturers and other men engaged in the wood working industry in this section say that everything depends now upon the settlement of the railroad and the coal miners' strikes and that business is going to be all right as soon as these strikes are out of the way. Collections are holding their own very well. The retail lumber trade is keeping pace with the wholesale line.

CINCINNATI

Due to the railroad strike, the local hardwood market has lost some of its former activity. Shipments from the producing points are very slow and as a result distributors in some instances are forced to pass up business because of a shortage of stocks. There is plenty of business in the air for those dealers who are fortunate enough to have stocks on hand or who are getting shipments. Were it not for the shopmen's strike, dealers say, business would be booming. Buying on the part of the retailers is the best feature, but on the other hand, there is considerable buying by factories making automobiles, furniture, boxes and interior trim. Prices are holding firm all along the line and all recent advances are being maintained. Export demand is slowly reviving and there is good buying on the part of the railroads. Among the woods most in demand are plain oak; poplar, gum, maple and birch. Both orders and inquiries are increasing nicely, and there is a much better tone to the trade than there was at the first of the present year. According to report received here from the hardwood producing fields in West Virginia it is almost an impossibility to get empty cars and where they are obtainable and loaded with lumber, they are sidetracked before they get very far from the point of shipment. Veneer demand as well as

Where Are Your Customers?

THE continued revival of purchasing activity is assured. Some business men are *waiting* for the flood tide; others are going to *meet* it. It is advantageous to know not only *when* to expect business but also *where* to expect it. The current Forecaster tells specifically why purchasing activity will come earlier in the cotton growing than in the grain producing sections. It is well worth reading, and should enable you to make a fair estimation of the value of the Brookmire Service, which answers innumerable other perplexing questions. Send for a free copy of Forecaster M today.

TIMELY FORECASTS ON MARKET TRENDS

Brookmire Economic Service, Inc.

25 West 45th Street, New York

The Original System of Forecasting from Economic Cycles

Offering Thoroughly Kiln Dried Lumber and an Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and also to offer kiln drying service of proven efficiency for handling either green or dry lumber. We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

Try **STIMSON** at Owensboro
the next time

J. V. Stimson & Co.
OWENSBORO, KY.

Thomas Forman Company DETROIT, MICHIGAN

Lumber and Interior Finish
WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

Scott & Howe Lumber Co.

Mill—Ironwood, Michigan
Sales Office, Oshkosh, Wis.

"Gogebic County" Birch, Soft Elm, Ash—The Best

WE HAVE CHOICE STOCK

BASSWOOD		SOFT ELM	
4/4" FAS	50,000'	4/4" No. 2 & Btr	100,000'
4/4" Sel. & Btr	10,000'	6" No. 1 & Btr	30,000'
4/4" No. 2	60,000'	8/4" No. 1 & Btr	30,000'
BIRCH		BROWN ASH	
3/4" No. 1 & Btr	50,000'	4/4" No. 2 & Btr	100,000'
4/4" No. 1 & Btr	100,000'	5/4" No. 1 & Btr	5,000'
5/4" No. 1 & Btr	30,000'	6/4" No. 1 & Btr	16,000'
6/4" No. 1 & Btr	15,000'	HARD MAPLE	
8/4" No. 1 & Btr	15,000'	4/4" Sel. & Btr	100,000'
3/4" & 4/4" No. 2	200,000'	5/4" No. 2	18,000'

A L S O

Soft Maple, Basswood, White Pine, Hemlock, Shingles, Posts, Lath

that for glued stock is showing just a little improvement and the year as a whole has been fair. One of the principal problems of the hardwood men is that the present partial tie-up of car movement may result in an acute shortage this fall when they expect to do considerable business, especially with the building industry.

INDIANAPOLIS

The hardwood market here continues to expand in spite of strikes. Contrary to all expectations the retail lumber end of the demand is holding up to a high level. Prices are strong and only in some instances are some grades difficult to secure of transportation troubles. Taking the general situation all around the local market is in good shape. Distributors here report an unusual demand from the rural yards and building during the month of July showed more new construction started than in any July in the history of the city—in fact more than twice as much as last year which until that time had been the banner in the city's building industry. The really bright spot in the demand is the furniture industry. One distributor who returned from Shelbyville, where there are several such factories, said the outlook was the best he had seen for many years. The Grand Rapids and Chicago shows brought a veritable flock of orders and some of the factories are turning down orders because of production uncertainty. Most of the plants in the central section of the state have sufficient business to warrant their operation at full capacity until November and many of them until the first of the year. Box business is expected to pick up this month some time. Officials of various box plants here say they are being handicapped somewhat because of the strikes, their patrons withholding orders until there is a more normal situation for their products. The automobile business appears slack at the present time and the takings are light. In spite of the strike, the railroads are doing some buying for repair work along the rights of way.

MEMPHIS

Shortage of cars, congestion of freight and resultant embargoes are giving hardwood lumber interests more trouble just now than any other phase of the situation. The scarcity of cars has become much more pronounced since the recent priority orders were issued by the Interstate Commerce Commission. There is a scarcity of flat and gondola cars for moving logs to the mills, with the result that, in the language of J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, "many mills have been forced to close down while others are receiving only about 50 per cent of their requirements." There is likewise quite a shortage of gondola and box cars for handling outbound shipments, with the result that the movement of lumber and forest products to consuming destinations is restricted. Conditions are worse at smaller interior points where mills are served by only one or two lines. At Memphis and other larger centers, the situation has not yet become very acute. At the same time, the fact remains that car shortage and delayed transportation are looming ahead as the most serious problem confronting the hardwood industry at Memphis and throughout the southern producing territory. It is believed that conditions will gradually become worse as the crop-moving period arrives. Already the Southern Hardwood Traffic Association has arranged for a special membership meeting August 9 to deal almost exclusively with the transportation situation.

In the meantime there is a very good demand for southern hardwoods. In fact there is less complaint on this score than is usual at this time of the year. Demand appears to be much above normal as stocks of dry lumber in No. 1 common and better are below normal. Manufacturers of flooring, interior trim, sash, doors, automobiles, furniture, boxes and heavy packing crates are in the market in a substantial way while there is a fairly active call from manufacturers of agricultural vehicles and implements, musical instruments and miscellaneous products. Export business is not particularly active but the American Overseas Forwarding Company reports that it booked approximately 250 cars during July compared with its previous best record this year of 450 cars.

Increase is reported in the sale of low grade lumber, especially Nos. 2 and 3 common. Prices on this class of stock, too, are somewhat improved. Quotations are generally firm on No. 1 common and better. Offerings are restricted in dry stock. Production, which should be normally expanding, is growing less on account of car shortage and present indications are that limited offerings in the better grades will be a feature of the situation for an almost indefinite period.

Weather conditions are favorable for logging in the greater portion of the valley territory. The only complaint on this score comes from northern Louisiana where much rain has fallen.

LOUISVILLE

Hardwood operators are having troubles in moving logs to mills as a result of car shortage resulting from the strike, and severer shortage is anticipated if the strike is not settled shortly. Due to

accumulation of bad order cars, there are not many embargoes so far, and these are generally lifted in short order, but movement is quite slow. Jobbers and producers report fair demand for cottonwood, white oak, poplar, red gum, sound wormy oak, poplar box-boards and ash. Cypress has been moving fairly well and all soft woods are good. The flooring trade is taking material as are the producers of trim. Building operations continue very heavy, and there is good demand from the automobile trade and some other lines, but lack of buying on the part of the furniture trade is making for slow business on fine grades.

BEAUMONT

Notwithstanding the industrial troubles over the country, the hardwood market in this section has remained firm, although the strike situation has had a tendency to restrict buying. This, however, has not prevented order files from remaining comfortably filled. They are likely to remain so on account of the scarcity of empty equipment and to get lumber moving after it is loaded. The big railroad systems entering this territory are in fairly good shape so far as box cars are concerned, but have very few flats which are reported to east waiting to move coal.

The most important development in the past two weeks is the fact that railroads are placing heavy orders for hardwood ties. The petroleum interests are the heaviest buyers at the present time, with furniture factories taking considerable trim. Automobile factories are buying a little, and this trade has the advantage of being steady.

Manufacturers are of the opinion that with the rail and coal strikes disposed of, the only cause for worry during the fall will be the car shortage. They are very anxious to see the rail situation rectified in time to get a large part of the wheat crop moved before the fall rush actually begins. They do not look for much business from the wheat belt until the farmers have the proceeds of their crop in the bank, and all of them can not get this unless the buyers can move the crop. Prospects are considered excellent for a big business during the remainder of the year.

Production shows a slight increase over the first months of the year, yet it is still far below normal. Very few of the small mills have resumed operations and they will not likely do so until things become more settled.

NEW ORLEANS

Buying is not very active due to the dull midsummer season, and prices for the most part are firm, but the tendency is to rise slightly and a few instances of increases have occurred within the past fortnight. This refers especially to FAS sap gum. This commodity has ascended \$2 per thousand feet, making the present level of prices thereon at \$40 for 6 inch white oak stock and \$47 for 13 inches and wider at the mills in both cases. White oak is getting more and more scarce every day, but, odd though it may seem, there has been no corresponding advance in its prices. With production much below normal and the flooring factories buying rather sprightly, the inroads on white oak generally have been exhausting.

The general movement of lumber is quiet. The box factories are taking virtually nothing. The railroads, due to the strike, have let up in their purchases for repair and equipment purposes. On the score of transportation facilities, however, the strike does not seem to be affecting the movement of lumber so acutely now as it did a week or so since. The interior trim people are active, but most of their demands, as usual, are for cypress rather than hardwoods.

Production is beginning to pick up rather smartly, due to the recession of the high water situation which was so acute in the late spring.

GRAND RAPIDS

The Grand Rapids lumber market is firm, with prices slowly rising. The stock at present is adequate, but there is little surplus.

Birch veneer is none too plentiful, the stock being absorbed as fast as cut, with the result that an increasing number of furniture factories are using gum veneer in place of birch. These report that the birch is nice to finish in different colors for imitating other woods.

Adequate, and indications are that there will be a steadily increasing demand for lumber from Grand Rapids for several years to come.

TORONTO

The hardwood lumber business in Canada is keeping up fairly well, the United States supplying the bulk of the trade, although the building programs in various Canadian centers has absorbed a fair amount of the domestic product. Wholesale lumber dealers say that they have less old lumber on hand than they have had at a corresponding time of year for three or four years past. It is stated that stocks on the north shore of Georgian Bay are pretty well cleaned up and north shore manufacturers report that they have obtained practically last

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... for their mill run. Prices obtained for culls are somewhat better than a year ago. Export trade with Great Britain is picking up and orders are being received with fair regularity. South America is also showing some interest in Canadian hardwoods. The business from the States is mostly of the variety for immediate delivery. There has been a slight slump in the furniture trade in Canada. In the low grade, especially, factories are running to an average of about seventy per cent of their capacity, with prospects of business steadily improving. In the higher grades and in office furniture business is more quiet. The furniture trade generally is absorbing a fair quantity of lumber.

MILWAUKEE

The improvement in the wholesale hardwood lumber market is apparent in the behavior of jobbers and shippers in the local market. While there is nothing resembling a boom, the market has turned a corner for the better after the long period of depression. Wholesale prices at neighboring lumber markets and consuming centers have started upward and the trend bids fair to continue through 1922. There is little likelihood of the market ever reaching the peak of 1920, at least not for several years to come. A prominent lumber market expert who had been a recent visitor to Milwaukee. The improvement which started two weeks ago was more substantial in character and is a direct result of the general improvement in the business of the country.

The railroad strike for a time caused a little speculation on the subject of future lumber prices, but the strike as it has progressed thus far has not checked lumber shipments to any great extent. Many of the jobbers report that they have difficulties in securing cars, more so than usual, and that they expect to be seriously hampered if the strike continues. The fact that the car shortage is coming has had a tendency to stimulate buying of hardwoods both by the retail yards and the industrial consumers.

The steadily increasing demand from the musical instrument, furniture and automobiles body manufacturers has strengthened the market. The retail yards are buying heavily but this chiefly affects the softwood market, although hardwood flooring is in good demand and many items of flooring are extremely scarce both in the northern and southern woods. Hardwoods for finishing homes started in the building boom are wanted. Sash and door factories are proving to be good buyers at this period.

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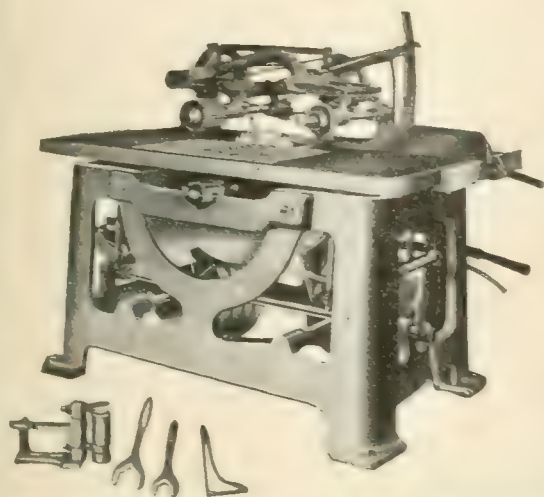
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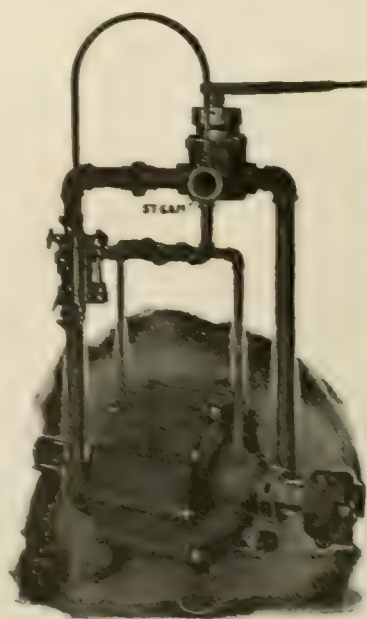
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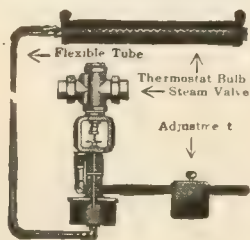
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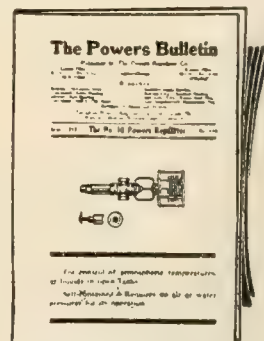
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EMPLOYES WANTED

HELP WANTED

We want to get in touch with some competent men who are qualified as first class woods and sawmill operators. Our operations are in western Pennsylvania. Kindly address the undersigned box number, giving references, qualifications, wages, etc. Box 892, care HARDWOOD RECORD.

WANTED

Several hardwood salesmen accustomed to calling on factory trade. One for territory in northern Indiana and lower Michigan, exclusive of Detroit. One for northern and central Ohio, and western New York, exclusive of Toledo. Straight salary and expenses. Ability alone will determine salary. Address Box 898, care HARDWOOD RECORD.

WANTED

Capable commission man to handle our line of black walnut lumber—eastern markets—Philadelphia, Baltimore, Williamsport Territory, New York Central territory, Buffalo to Binghamton. Address Box 903 care HARDWOOD RECORD.

EMPLOYMENT WANTED

WALNUT VENEER LOG BUYER

Of long experience in buying logs, stumps and figured wood, also mahogany and fancy woods, acquainted with walnut log producers in 16 states, is contemplating a change in his present connection and desires to hear from interested parties. Address Box 906, care HARDWOOD RECORD.

VENEER EXECUTIVE

Through a peculiar set of circumstances a veneer executive of unusual ability is open for the consideration of a proposition from a live, going veneer manufacturing institution. Would only be interested in an A-1 offer and will establish my position when the time arrives. Address all inquiries to Box 902, care HARDWOOD RECORD. P.S.—If you have a big proposition and need a man to handle it, this represents an opportunity for you.

LUMBER FOR SALE

FOR SALE

Poplar Bevel Siding
Poplar Lattice
Baled Shavings
GAMBLE BROTHERS, INC.,
Highland Park, Ky.

LUMBER FOR SALE

FOR SALE

Oak and gum ties, timbers, car material, bridge plank and structural stock. SARGENT LUMBER CO., Little Rock, Ark.

ORDERS WANTED

For mixed oak timbers, planing, construction material, etc. Band mill prepared to execute orders promptly.

THE KRAETZER-CURED LUMBER CO.,
Greenwood, Mississippi.

MAHOGANY

Have carload 4" mahogany common and better, eight months dry. Write for price. Have Teak, Spanish Cedar and Primavera also. J. H. DIECKMANN, JR., 110 Sutter St., San Francisco, Cal.

FOR SALE

1 car dry elm, half 4/4, half 8/4, No. 2 Com. & Better.

1 car dry mixed oak, all 8' long, No. 2 Com. & Better SIS.

W. E. COATS, Dunn, La.

FOR SALE

150,000 ft. 4/4 No. 3 Common Oak.
200,000 ft. 4/4 Log Run Cypress No. 2 & Btr.
75,000 ft. 2" Oak S2S to 13/4.

We also make a specialty of large, long fir timbers and rough clear green fir. Ask for special prices. S. H. Chatten Lumber Co., Kansas City, Mo.

FOR SALE

1/8" and 1/16" Birch cut-downs.

We are continually accumulating 1/8" and 1/16" Birch cut-downs.

We can cut to desired sizes if a cut-down proposition.

Send us a list of your requirements for prices.

We have a car of 1/16" Birch chair seat stock 14" to 24" wide by 14" to 18" long. Dry stock, securely crated.

Write for prices and list of sizes.

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wisconsin.

OFFERED FOR QUICK SALE

WE WANT TO MOVE AT ONCE

The following hardwood shorts:

100 M ft. 7/4 Res. in center.

125 M ft. 6/4 Res. in center.

These are 3' and 4' lengths, with about 10% of 2' lengths, mostly maple, with a sprinkling of birch, elm, etc., good widths, even thickness, and all sound.

MENOMINEE BAY SHORE LUMBER
COMPANY.

Soperton, Forest Co., Wis.

PLANTS FOR SALE

FOR SALE

Complete 6 ft. band sawmill outfit. Address Box 901, care HARDWOOD RECORD.

FOR SALE

100,000,000 Northern Hardwood timber and plant with 50,000 capacity in ten hours. This includes all personal property and logging equipment. Address Box 907, care HARDWOOD RECORD.

TIMBER LANDS FOR SALE

FOR SALE—700 ACRES

Virgin timber. Write W. H. SNYDER, Box 106, Poplar Bluff, Mo.

TIMBER FOR SALE

About 175,000 feet of choice oak, elm, maple, ash, beech, yellow poplar, basswood, sycamore. Eighteen miles north of Detroit, Mich. Address Box 887, care Hardwood Record.

HARDWOOD TIMBER FOR SALE

One hundred and twenty-five million in Georgia and one hundred million in South Carolina—mostly gum and oak. Price and terms reasonable. Deal direct with owners. J. W. BARNES, Savannah, Georgia.

LUMBER WANTED

LUMBER WANTED

White oak squares, 2"x2"x36" to 54" long. Must be mild oak and practically clear of defects.

Clear plain white oak strips, 1" thick x 2 1/2"-5 1/2" wide, standard lengths. If can supply for prompt or future shipment, address Box 905, care HARDWOOD RECORD.

WANTED

We want for immediate shipment the following:

15,000' 3" No. 1 Com. & Bet. plain white oak

15,000' 4" No. 1 Com. & Bet. plain white oak

15,000' 4" FAS yellow poplar

15,000' each 1, 1 1/4, 2" FAS chestnut

12,000' 2 1/2" Select cypress

Must be well manufactured, dry, of good widths and lengths.

TAYLOR & CRATE,

2101 Elmwood Ave.,

Buffalo, N. Y.

WANTED

To correspond with dimension mills properly equipped to saw high grade, clear, tough textured hickory (principally white or sap), in various sizes, and in lengths ranging from 14 ft. down to 6 inches. We can accept carloads of mixed sizes enabling quick shipments and minimum waste. We inspect at mill and pay cash.

Also buy white ash, oak, gum and other woods in clear dimensions.

Unless you can be depended upon to actually produce well manufactured stock in accordance with the grade specified, make reasonably prompt deliveries, and properly take care of stock in a nice, dry shed as fast as sawed, please do not waste your time or ours in correspondence. Address Box 900, care HARDWOOD RECORD.

LOGS WANTED**WANTED**

Walnut and Ash logs 12" and up. Elsaman-Richer Lumber Company, Peru, Ind.

WANTED

All kinds Timber and Logs for delivery to our Buffalo Mill by water or rail, next fall, winter and spring. Address G. Elias & Bro., Inc., Buffalo, N. Y.

TIMBER FOR SALE

WILL SELL TO THE HIGHEST BIDDER
On September 2, 1922, at 10 o'clock a. m., at the Ossa Hotel, in Manistique, Mich. We reserve the right to reject any and all bids.

Cruise

735,000 feet fine hard maple
60,000 feet birch
185,000 feet beech
25,000 feet balsam

This timber stands on approximately six forties, and can be milled at one setting.

Terms, one-half cash, balance six months, good bankable note with 7 per cent or 2 per cent for cash.

This timber is 12 miles from Manistique and 3½ miles from the M. & L. S. R. R. Logging conditions nearly all level. Three years to remove timber.

We will be at Manistique to give information or to show parties lines so they can cruise it.

O. S. WILKINS.

DIMENSION STOCK WANTED**HICKORY BUGGY RIMS**

Wanted several cars 1¼" buggy rims, 6 to 7 ft. lengths. Quote lowest price and send list sizes dimension stock in oak and hickory carriage wagon and auto woodstock. Address Box 904, care HARDWOOD RECORD.

DIMENSION STOCK FOR SALE**DIMENSION STOCK**

An outlet is desired by a big manufacturer in Bay City, Michigan, for hardwood wastes that can be cut into small dimension stock. This represents a good opportunity for a big buyer of this class of material and we solicit correspondence. Bigelow-Cooper Co., Bay City, Mich.

DIMENSION STOCK

We are equipped to cut to small dimension size hardwood or yellow pine lumber, thus enabling consumer to buy common grades for shipment north and allow him to take advantage of the great saving in freight rate on the waste material.

We have planer equipment and can surface stock or machine it to certain requirements; have good rail facilities and economical facilities for handling.

We will make a conservative contract to continue for six months, for our own business is such that our plant is idle for six months each year.

Plant at Cedar Grove, Louisiana, on K. C. S. track directly tributary to the hardwood and yellow pine mills.

Write WESTERN SILO CO., Ltd., Des Moines, Iowa.

MACHINERY FOR SALE**FOR SALE**

One right-hand brand new, modern 16 ft. veneer saw with automatic set works and positive offset. Fixed for direct motor drive. The last word for veneer and thin lumber sawing. For particulars address Box 824, care HARDWOOD RECORD.

FOR SALE

18x36 Heavy Duty Corliss engine
100 K. W. 550 volt Crocker Wheeler generator
200 K. W. 550 volt Westinghouse generator
2 Keeler boilers, pumps, heater, 14" double belts, piping, valves, etc. Entire plant in fine condition. Will be sacrificed. Write
SUSQUEHANNA TRACTION CO.,
Lock Haven, Pa.

FOR SALE—CHEAP

One 350 H. P. cross compound Corliss engine rated 125 lb. steam pressure, suitable for saw-mill work. For particulars write—
MENASHA PRINTING & CARTON CO.,
Menasha, Wis.

LOGGING CARTS

We have for sale two new logging carts with 9" wheels and 5" spoke, which we are offering at \$75 each. This is one-third of their original price. For anyone who can use a vehicle of this kind the price represents a most excellent bargain. Please address inquiries to Box 895 A, care HARDWOOD RECORD.

FOR SALE

Full set of Morgan Lock corner box machinery as follows:

- 1 #8 Morgan lock corner cutter.
- 1 #1 Morgan setting up machine.
- 1 Morgan lock corner box trimmer.
- 1 Morgan lock corner cutter grinder.
- 1 set of copper glue pots and pans.
- 1 extra set of cutters for locker.

All the above are in perfect condition and ready for immediate use. Used only about three months. Full description and price on application.

TROY BOX & LUMBER CO.,
P. O. Box 623, Troy, N. Y.

RAILWAY EQUIPMENT for SALE**THE WEST VIRGINIA RAIL CO.**

Huntington, W. Va.

Manufacturers light steel rails, 12, 16, 20, 25, 30, 35, 40 pounds per yard. We are also dealers in relaying rails, all sizes.

SHAVINGS FOR SALE**HARDWOOD SHAVINGS**

We have for sale a large quantity of splendid quality hardwood planer shavings mixed with sawdust. Anyone who finds it possible to use this class of commodity will find it to their advantage to address the undersigned. We shall make it very attractive for them. Address Box 893, care HARDWOOD RECORD.

VENEERS FOR SALE**FULLER-THURBER COMPANY**

Importers and Manufacturers

Mahogany Veneers

MILLS - OFFICES - WHARF
ALBANY STREET BOSTON 18, MASS

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE
CINCINNATI, OHIO

FOREIGN DEPARTMENT**J. F. Mueller & Son Co.**

Estab. 1795 **HAMBURG 27** Incorp. 1916

Cable Address: Holzmüller, Hamburg

WOOD BROKERS & AGENTS**MISCELLANEOUS****Saw Mill Machinery**

OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS

Send for New Catalog

Hill-Curtis Company, Kalamazoo, Mich.
1440 No Pitcher Street

WOODWORKING CONCERNS

box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 4/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 & 2 C., 4/4-12/4", yr. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6/4, 8/4, 12/4, 16/4", reg. wtds. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., white, 5/8-16/4", good wtds. BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 C., 6/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 3, 4/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

ALL GRADES, 5/8", 16/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.

NO. 3 C., 4/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., white, 4/4-16/4", nice wtds. & lgths., tough texture, Ind. dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

LOG RUN, 4/4, 8/4, 10/4, 12/4, 16/4". STIMSON VENEER & LBR. CO., Memphis, Tenn.

NO. 1 & BTR., white, 4/4", good wtds. & lgths., dry; NO. 2 & 3 C., white, 4/4, 5/4, 6/4, 8/4", good wtds. & lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 1 C. & BTR., 4/4, 10/4, 12/4", reg. wtds. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

FAS, 4/4-8/4", reg. wtds. & lgths., 6-8 mos. dry; NO. 1 C. & BTR., 4/4-16/4", reg. wtds. & lgths., 6-8 mos. dry; NO. 1 C., 4/4-12/4", reg. wtds. & lgths., 6-8 mos. dry; NO. 2 C., 4/4-8/4", reg. wtds. & lgths., 6-8 mos. dry. JOHN M. WOODS LBR. CO., Memphis, Tenn.

FAS, white, 4/4", 14" & up, std. lgths., 1-2 yrs. dry, northern stock, tough texture; NO. 1 C. & BTR., white, 4/4-16/4", reg. wtds. & lgths., 1-2 yrs. dry, northern stock; tough texture. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/4, 8/4", reg. wtds. & lgths.; NO. 1 C., 4/4, 6/4, 8/4", reg. wtds. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

BASSWOOD

NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 & BTR., 4/4, 10/4", good wtds. & lgths., 3 months, dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

FAS, 4/4": NO. 3 C., 4/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 2 & BTR., 8/4", nice wtds. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

FAS & NO. 2 C., both 4/4", reg. wtds. & lgths., 4 mos. dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

NO. 1 & BTR., white, 4/4", good wtds. & lgths., 5 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., 70% FAS, 4/4, 5/4", good wtds. & lgths., dry; NO. 2 C., 4/4", good wtds. & lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 3, 4/4, 6/4": NO. 2 & BTR., 4/4, 3 3/4-6 1/2"; KEY STOCK, 5/4". J. W. WELLS LBR. CO., Menominee, Mich.

BEECH

NO. 1 C., 8/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 4/4, 10/4", good wtds. & lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

NO. 2 C. & BTR., 5/8, 4/4, 6/4": NO. 3, 5/8". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & BTR., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

LOG RUN, 4/4, 5/4, 8/4, 10/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4-8/4", nice wtds. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 2 & BTR., 4/4", good wtds. & lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

BIRCH

NO. 2 C. & BTR., 4/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, 4/4", 5/4", 6" & wider, 8' & longer, 8 mos. dry; NO. 1 C., 4/4", 4" & wider, 4' & longer, 8 mos. dry; NO. 2 C., 4/4", 4" & wider, 4' & longer, 16 mos. dry; NO. 3 C., 4/4" & 5/4", 4" & wider, 4' & longer, 16 mos. dry; NO. 2 C., 5/4", 4" & wider, 4' & longer, 8 mos. dry; NO. 1 C., NO. 2 C. and NO. 3 C., all 6/4", 4" & wider, 4' & longer, 9 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4, 5/4, 6/4", reg. wtds. & lgths., 5 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 8/4, 9/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

CLEAR FACE, 1x4, 1x5, 5 mos. dry; SEL. & BTR., 4/4", good wtds. & lgths., 70-75% FAS, 7 mos. dry; NO. 1 C. & BTR., 4/4", good wtds. & lgths., 50% FAS, 7 mos. dry; NO. 1 C. & BTR., 8/4", 50% 10" & wider, good lgths., 60-70% FAS, 6 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., 4/4", good wtds. & lgths., dry, 75% FAS; NO. 1 & BTR., 40-50% FAS, 8/4", good wtds. & lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wtds., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

LOG RUN, 4/4", reg. wtds. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 3 C., 4/4, 5/4, 6/4". BOND-FOLEY LBR. CO., Bond, Ky.

FAS, 4/4" reg. wtds. & lgths., 5 mos. dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

NO. 1 C. & BTR., 4/4-16/4", reg. wtds., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

COTTONWOOD

BX. BDS., 4/4", 13-17". 1 yr. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

CYPRESS

ALL grades, 4/4-8/4". 6-12 mos. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-8/4", soft yellow. BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 SHOP & BTR., 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

SELS. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4, 12/4"; FAS & SEL., 6/4"; SEL., 4/4"; SHOP, 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wtds. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 & 3 C., 6 1/4", resawed. BROWN & HACKNEY, INC., Memphis, Tenn.

LOG RUN, 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

SEL. & BTR., 4/4, 5/4", reg. wtds. & lgths., yr. dry; NO. 2 & BTR., 6/4", reg. wtds. & lgths., yr. dry; NO. 1 & BTR., 8/4, 10/4", reg. wtds. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 1 C. & BTR., 5/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 2 C. & BTR., 4/4 & 8/4"; NO. 3 C., 4/4, 5/4"; NO. 1 C. & BTR., 10/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

LOG RUN, 8/4, 10/4, 14/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 2 & 3 C., 5/8". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4-12/4", nice wtds. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

LOG RUN, 4/4, 10/4, 12/4", reg. wtds. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 2 & BTR., 8/4". J. W. WELLS LBR. CO., Menominee, Mich.

ELM—ROCK

NO. 2 C. & BTR., 4/4-10/4"; NO. 3, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 8/4"; NO. 3 C., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

GUM—PLAIN RED

ALL grades, 4/4", 6-12 mos. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 3/4, 4/4", reg. wtds. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., 4/4, 5/4". BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 C. & SELS., 4/4": NO. 1 C. & BTR., 6/4, 8/4, 12/4", SND. LONG-BELL LBR. CO., Kansas City, Mo.

GUM—QUARTERED RED

ALL grades, 1 1/4", 6-12 mos. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4", reg. wtds. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., 4/4-8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

FAS, 8/4, 10/4": NO. 1 & SEL., 8/4": NO. 1 C. & SEL., 10/4": FAS, 4/4", SND.; NO. 1 C. & SEL., 4/4", SND. FRANK A. CONKLING CO., Memphis, Tenn.

ALL GRADES, 4/4-8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4, 5/4, 6/4": NO. 1 C. & BTR., 8/4": FAS, 12/4": FAS, 4/4", SND. LONG-BELL LBR. CO., Kansas City, Mo.

NO. 1 C. & BTR., 5/4, 6/4, 8/4, 10/4", reg. wtds. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

ALL grades, pl. & qtd., 4/4", 6-12 mos. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

COM. & BTR., qtd., 4/4-8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 C. & SEL., 4/4": FAS, 4/4". FRANK A. CONKLING CO., Memphis, Tenn.

ALL GRADES, qtd. 4/4-8/4": NO. 2 COM. & BTR., pl. 4/4, 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, pl., 4/4": NO. 1 C. & SEL., pl., 4/4, 5/4". LONG-BELL LBR. CO., Kansas City, Mo.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C., pl., 5/8, 4/4": NO. 2 & 3 C., pl., 4/4": NO. 3 C., pl., 4/4": FAS, qtd., 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4", reg. wtds. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

HARDWOODS FOR SALE

GUM—MISCELLANEOUS

ALL grades, tupelo, 4 1/4". ALL grades, black, pl. & qtd., 4 1/4", yr. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., black, pl. & qtd., 4 1/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS, tupelo, 4 1/4"; NO. 1 C. & BTR., tupelo, 4 1/4"; NO. 1 C. & BTR., black, qtd., 4 1/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 2 C. & BTR., pl. & qtd. black, 4 1/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, qtd., black, 4 1/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 C. & BTR., qtd., black, 4 1/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

HACKBERRY

LOG RUN, 4 1/4". BELLGRADE LBR. CO., Memphis, Tenn.

HEMLOCK

MERCH., 2x4" & wider, 4 & 6' long; MERCH., 1x4", 8-16' long, strips. J. W. WELLS LBR. CO., Menominee, Mich.

HICKORY

NO. 1 C. & BTR., 8/4", 4-8 mos. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 6/4, 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 6/4", 10/4", reg. wdths., good lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

LOG RUN, 8/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

MAGNOLIA

NO. 1 & 2 C., 4/4, 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 10/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 3 C., 4/4", 4' & longer, yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 10/4, 12/4", good wdths. & lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

FAS, 8/4, 10/4, 12/4 & 16/4"; NO. 1 C., 8/4, 10/4 & 12/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

HIGH GRADE, qtd., 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & BTR., 8/4, 10/4, 12/4"; NO. 1 & 2, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Indiana.

NO. 2 C. & BTR., 6/4 & 8/4", reg. wdths. & lgths., 8 mos. dry. ROCKCASTLE LUMBER CO., Huntington, W. Va.

SEL. & BTR., 4 1/4", good wdths. & lgths., 6 mos. dry. 60-70% FAS; NO. 1 C. & BTR., white, 4 1/4", good wdths. & lgths., 6 mos. dry; NO. 1 C. & BTR., straight grained, 4 1/4", good wdths. & lgths., 6 mos. dry; SELS., 4 1/4", good wdths. & lgths., 6 mos. dry; CLR. FACE, 1x4 & 1x5, good wdths. & lgths., 6 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

LOG RUN, 6/4, 10/4, 12/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 12/4", yr. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", 4" & wider, 4' & longer, 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

SEL. & BTR., 60% FAS, 4 1/4", good wdths. & lgths., 10 mos. dry; NO. 2 & BTR., 4/4", good wdths. & lgths., 6 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

OAK—PLAIN RED

ALL grades, 4/4, 5/4, 6/4", yr. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

FAS, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4, 10/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SD. SQ. EDGE, 8/4", 6" & wider, 10' & longer. BOND-FOLEY LBR. CO., Bond, Ky.

NO. 1 C., 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 & BTR., 5/4", good wdths. & lgths., 2 mos. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 & 2 C., 4/4", yr. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 6/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

ALL grades, 4/4", yr. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SD. SQ. EDGE, 8/4", 6" & wider, 10' & longer. BOND-FOLEY LBR. CO., Bond, Ky.

FAS, 4/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 2 C., 4/4", yr. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

FAS, 4/4"; SD. WORMY, 4/4". BOND-FOLEY LBR. CO., Bond, Ky.

COM. & BTR., 3/8-8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 2 & BTR., 4/4, 5/4", reg. wdths. & lgths., yr. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

NO. 2 C. & BTR., 5/8, 5/4", extra wide stock; NO. 1 & 2 C., 4/4"; CLEAR STRIPS, 4/4"; SELS., 4/4", 6" & up, wide, all band sawn, edged, trimmed lumber. J. T. KITCHEN LBR. CO., Columbus, Ind.

FAS, 4 1/4"; NO. 1 C. & SEL., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 & 2 C., 4/4, 5/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, & No. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, mixed, 3/4, 4/4, 5/4", reg. wdths. & lgths., 4 mos. & over dry; NO. 1 C. & BTR., QTD., 4/4 & 5/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

SD. WORMY & NO. 3, mixed, 5/8-8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

ALL GRADES, pl., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 & BTR., pl. & qtd., 4/4-10/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 1 C., pl. & qtd., 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

POPLAR

FAS, 4/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 B. COM. & BTR., 4/4, 5/4, 6/4 & 8/4". L. D. MURRELLE LBR. CO., Memphis, Tenn.

FAS, 4/4", reg. wdths. & lgths., 4 mos. dry; SAPS, 4/4", reg. wdths. & lgths., 4 mos. dry; COM. & BTR., 8/4", reg. wdths. & lgths., 5 mos. dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, SAP, 5/8-4/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 5/4", reg. wdths. & lgths.; NO. 2 A. & B. COM., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4/4, 6/4", 6 mos. dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 1 C. & BTR., qtd., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LBR. CO., Seymour, Ind.

SPRUCE

NO. 2 & BTR., spruce & balsam, 2" & wider. J. W. WELLS LBR. CO., Menominee, Mich.

WALNUT

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., 4 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4", reg. wdths. & good lgths., 2 mos. dry. EISAMAN-RICHER LBR. CO., Peru, Ind.

FAS, black, 4/4, 5/4, 6/4, 8/4, 12/4"; SEL., black, 4/4, 5/4, 6/4, 8/4, 12/4"; NO. 1 C., NO. 2 C., black, both 4/4, 5/4, 6/4, 8/4", all nice lgths., dry, steamed. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

RAILS

3x4 Hdwd. Mine Rails. BOND-FOLEY LBR. CO., Bond, Ky.

GUM

CLEAR SAP, 2x2 & 2 1/2x2 1/2—18 & 60", 2x2—19"; 2x2—30". CLEAR RED GUM, 2 1/2x2 1/2—30". C. B. COLBORN, Memphis, Tenn.

OAK

CLEAR, 2x2—30"; 2x2—19"; 2 1/2x2 1/2—30"; 1 1/2x2 1/2 & 1x2 1/4—40". C. B. COLBORN, Memphis, Tenn.

HARDWOODS FOR SALE

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/25", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13' long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16' long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3-16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

MAHOGANY

SHEET STOCK, sliced, 1/16, 6-20, 10-16". J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SLICED, 1/28; SAWED, 1/8. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SEAT STOCK, 1/8", R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

SPRUCE

SHEET STOCK, rotary cut, 3/16, 12-37, 50-74. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

WALNUT

SHEET STOCK, sliced, 1/28", 6-12. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill. 1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, "A" 13/16, 144x28&42. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

PANELS AND TOPS

ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4". G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

BIRCH

THREE PLY, drawer bottoms; also THREE PLY door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE & FIVE PLY, 1/4, 5/16, 3/8, stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY, 1/4", G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

FIR

DRAWER BOTTOMS, THREE PLY; also DOOR PANELS; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

GUM

THREE PLY, drawer bottoms, sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 5/16", G1S, stock sizes; THREE PLY, qtd. red, 1/4", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky. "A" GRADE, figured, all thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

THREE & FIVE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8", G2S, stock sizes; THREE PLY qtd. white, 1/4", G1S, G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

"A" GRADE, all sizes & thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

YELLOW PINE

THREE PLY, door panels; sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", G1S, G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

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Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension For the very best, write

American Column & Lbr. Co.
Brunson Building Columbus, Ohio

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Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
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Annual Capacity, 150,000,000 Feet
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(*See page 57) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
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Manufacturer, Greenfield, **OHIO**

**OAK—RED Oak, WHITE Oak, BURR Oak,
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These are a few of the many species of oak in commercial use

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W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
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W. M. Ritter Lumber Company
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Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

**THE DIGNITY AND STRENGTH OF GOTHIC
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Farris Hardwood Lumber Co.
NASHVILLE, TENN.
Quartered and Plain Red and White Oak. All
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Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 7)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See page 46)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page 27)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwood:
Kansas City, Missouri

(*See page 44)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C— (*See page 31)
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

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QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

(*See page 53)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

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Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls. **W. VA.**

(*See page 46)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

**THE DEMAND FOR OAK FLOORING IS
ONE OF THE PRESENT MAINSTAYS OF
THE HARDWOOD INDUSTRY**

(*See page 65)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page 44)
We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

A. B. C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tachy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 23)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company
33 Rector Street, New York City
Manufacturer

SALT LICK LUMBER COMPANY

Salt Lick, Kentucky

Manufacturers
of

Eureka
WHITE AND RED

OAK

Complete stock of
3/8" and 1 1/8"
in all
standard widths

FLOORING

FOR PROMPT SHIPMENT

MAPLE		BIRCH	
1x6" up No. 1 C. & B.	12,000'	4/4" No. 2 C. & B.	15,000'
1x10" up No. 1 C. & B.	13,000'	8/4" No. 2 C. & B.	2,000'
6/4x6" up No. 1 C. & B.	15,000'	4/4" No. 2 Common	70,000'
8/4x6" up No. 1 C. & B.	50,000'	BEECH	
4/4" No. 3 Common	800,000'	5/8" No. 2 C. & B.	50,000'
6/4" No. 3 Common	200,000'	4/4" No. 2 C. & B.	100,000'
4/4" No. 2 C. & B.	10,000'	4/4" No. 2 Common	100,000'
4/4" No. 2 C. & B.	200,000'	6/1" No. 2 C. & B.	100,000'

SOFT ELM—ALL THICKNESSES

EAST JORDAN LUMBER CO.
EAST JORDAN, MICHIGAN

They Tried Others and then came to us

Knox Hutchins Furn. Co., Paoli, Ind.
Hughes Furn. Co., Baltimore, Md.
Royal Easy Chair Co., Sturgis, Mich.
Josiah Partridge & Son, Lewisburg, Pa.
Harder Mfg. Co., Cobleskill, N. Y.
H. T. Cushman Mfg. Co., North
Bennington, Vt.

We will remodel your kilns—no matter what type or how old—with a definite guarantee to produce better drying, increased production, more economical production.

Write for leaflets on kiln drying.
No obligation.

GRAND RAPIDS VAPOR KILN
Grand Rapids, Michigan
Western Vapor Kiln Co., Seattle, Washington

For Quick Sale BAND SAWN HARDWOODS

at our **LITTLE ROCK MILL**

5/4" FAS Quartered Red Gum.....	3 cars
6/4" FAS Quartered Red Gum.....	1 car
8/4" FAS Quartered Red Gum.....	4 cars
12/4" FAS Quartered Red Gum.....	1 car
4/4" No. 1 Com. & Sel. Qtd. Red Gum.....	2 cars
5/4" No. 1 Com. & Sel. Qtd. Red Gum.....	3 cars
6/4" No. 1 Com. & Sel. Qtd. Red Gum.....	6 cars
8/4" No. 1 Com. & Sel. Qtd. Red Gum.....	2 cars
10/4" No. 1 Com. & Sel. Qtd. Red Gum.....	1/2 car
12/4" No. 1 Com. & Sel. Qtd. Red Gum.....	1 car
5/4" FAS Quartered Sap Gum.....	4 cars
8/4" FAS Quartered Sap Gum.....	4 cars
4/4" No. 1 Com. & Sel. Qtd. Sap Gum.....	1 car
8/4" No. 1 Com. & Sel. Qtd. Sap Gum.....	1 car
4/4" FAS Plain Sap Gum.....	1 car
5/4" FAS Quartered Figured Red Gum.....	7,000'
4/4" No. 1 Com. & Sel. Qtd. Fig. Red Gum.....	2 cars
5/4" FAS Plain Figured Red Gum.....	3,000'
6/4" No. 1 Com. & Sel. Plain Red Gum.....	1/2 car
5/4" FAS Quartered White Oak.....	1/2 car
8/4" No. 1 Com. & Sel. Qtd. White Oak.....	1/4 car



E. L. BRUCE Co.

MEMPHIS

TENNESSEE

**Maisey & Dion
Hardwoods**

KILN DRIED AND AIR DRIED
OFFICE & YARDS 2349 to 2423 So. LOOMIS ST.

TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

**Michigan Hardwood
LUMBER**

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

White and Red Oak Gum

AND OTHER

Southern Hardwoods

CORRESPONDENCE WANTED

Crossett Lumber Company
CROSSETT, ARKANSAS

Von Platen-Fox Co.

Manufacturers of

**Fine Northern Basswood
Birch, Elm and Maple Lumber**

FOR SALE—HARD MAPLE

1x4" Sap Strips.....	32,000'	10/4" No. 1 Common....	50,000'
5/4" No. 1 Common....	200,000'	12/4" No. 1 & Better....	100,000'
6/4" No. 2 Common....	100,000'	12/4" No. 1 Common....	25,000'

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Building

CHICAGO OFFICE
1329 Peoples Gas Building

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

4/4 FAS150,000'

Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.

4/4 No. 1 Com. & Selects.....150,000'

Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

6/4 No. 1 Com. & Bet..... 75,000'

5/4 No. 1 Com. & Bet..... 40,000'

Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

4/4 Log RunOne Car

SOUTHERN SOFT MAPLE

5/4 Log Run100,000'

(Worm holes no defect)

10/4 Log Run100,000'

(Worm holes no defect)

PLAIN RED OAK

5/4 Common & Select.....60,000'

PLAIN SAP GUM

5/8 FAS 150,000'

PLAIN SYCAMORE

5/8 No. 2 Com. & Bet.....100,000'

6/4 No. 1 Com. & Bet.....100,000'

Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

5/4 No. 1 Com. & Bet.....150,000'

Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

8/4 No. 2 Com. & Bet.....200,000'

6/4 No. 2 Com. & Bet.....100,000'

10/4 No. 2 Com. & Bet..... 20,000'

12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move

4/4 No. 1 Common200,000'

5/4 FAS 40,000'

6/4 No. 1 Com. & Bet.....100,000'

8/4 No. 1 Com. & Bet..... 50,000'

All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



PEARL RIVER VALLEY

BANDSAWN HARDWOODS



CABINET ROOM ECONOMY

PEARL RIVER HARDWOODS are safe to use in the construction of articles on which you base the reputation of your firm. The personal attention which we give the Manufacture, Drying, and Grading assures economical conditions in your Cabinet room.

PEARL RIVER VALLEY LUMBER COMPANY

MANUFACTURERS



BANDSAWN HARDWOODS

HAMMOND, I.A.

Hardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, AUGUST 25, 1922

Subscription \$2
Vol. LIII, No. 9

SALAMANCA FURNITURE WORKS

MANUFACTURERS OF
BED ROOM FURNITURE

SALAMANCA, N.Y. June 9th, 1921.

Baker-Matthews Lumber Co.,
Memphis, Tenn.

Gentlemen:

We will soon be in the market for some quarter-sawed Red Gum (4/4, 5/4 & 8/4). In the past, our business dealings with you have been very satisfactory and you have given us prompt shipments; your lumber has been of a superior grade, and we will be pleased to hear from you letting us know at what price you can furnish us with a block of quarter-sawed Red Gum for Fall delivery (#1 Common and 1sts and 2nds). Trusting that we may have a favorable reply, we are

Yours very truly,

SALAMANCA FURNITURE WORKS.

TMC/s.

The Salamanca People asked about Red Gum *and slipped in a compliment—*

THE Baker-Matthews Co. can supply unexcelled Red Gum—virgin, soft textured—in both plain and quarter sawed and in all grades and thicknesses.

Needless to say, the Salamanca Company received a quotation that was favorable. Since the time of the very beginnings of the industry the Baker-Matthews Co. has held the emphatic good will of its patronage.

Its position as one of the oldest and strongest manufacturers of southern hardwoods—the consistent high quality of its products—on time deliveries—and its spirit of fair dealing typified in the filling of contracts regardless of market conditions—these things have made Baker-Matthews solid—and they're worth considering.

BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

Baker-Matthews Lumber—

all kinds of Southern Hardwoods and Cypress

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

**Mason-Donaldson
 Lumber Company**
 RHINELANDER, WISCONSIN

Manufacturers of
Northern Hardwoods
PINE, HEMLOCK & TAMARACK

BASSWOOD

110M 4 1/2" No. 1 C & Btr
 90M 4 1/2" No. 1 Common
 85M 4 1/2" No. 2 Common
 125M 4 1/2" No. 3 Common
 3 cars 5 1/2" No. 3 Common
 1 car 6 1/2" No. 2 & 3 Com

HARD MAPLE

200M 4 1/2" No. 1 & 2 Com
 50M 4 1/2" No. 1 & 2 Com
 85M 6 1/2" No. 1 Common
 190M 6 1/2" No. 3 Common
 150M 8 1/2" No. 1 C & Btr
 100M 12 1/2" No. 1 C & Btr

SOFT LLM

80M 4 1/2" No. 3 Common
 10M 5 1/2" No. 3 Common
 1 car 8 1/2" No. 2 C & Btr
 1 car 10 1/2" No. 1 C & Btr

BIRCH

275M 4 1/2" No. 1 C & Sel
 250M 4 1/2" No. 2 Common
 325M 4 1/2" No. 3 Common
 75M 5 1/2" No. 3 Common
 100M 5 1/2" No. 3 Common
 7 M 6 1/2" No. 2 Common
 140M 6 1/2" No. 3 Common
 2 cars 10 1/2" No. 2 C & Btr

SOFT MAPLE

150M 4 1/2" No. 1 C & Btr
 55M 6 1/2" No. 2 C & Btr

MODERN PLANING MILL IN CONNECTION
YOUR INQUIRIES SOLICITED

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

HARD MAPLE

4/4x3" & Wdr No. 1 Better White.....	75 M
1x6" & Wdr FAS.....	100 M
1x4" & Wdr No. 1 Common.....	500 M
1x4" & Wdr No. 3 Common.....	600 M
5/4x3" & Wdr No. 1 Com & Btr White.....	60 M
5/4x4" & Wdr No. 1 Com & Btr.....	100 M
5/4x4" & Wdr No. 2 Common.....	100 M
5/4x4" & Wdr No. 3 Common.....	300 M
6/4x4" & Wdr No. 1 Com & Btr.....	500 M
6/4x4" & Wdr No. 3 Common.....	200 M
7/4x4" & Wdr No. 2 Com & Btr.....	300 M
8/4x4" & Wdr No. 2 Com & Btr.....	500 M
8/4x4" & Wdr No. 3 Common.....	200 M
10/4x4" & Wdr No. 2 Com & Btr.....	300 M
12/4x4" & Wdr No. 2 Com & Btr.....	275 M
14/4x6" & Wdr FAS.....	20 M
14/4x4" & Wdr No. 2 Com & Btr.....	75 M
16/4x4" & Wdr No. 2 Com & Btr.....	50 M

We specialize in thin Basswood for trunk and other purposes, supplying
stock S1 or 2S to 1/8, 3/16, 1/4, 5/16, 3/8, 7/16, 1/2, etc.

SAWYER GOODMAN
COMPANY
MARINETTE, WIS.
MANUFACTURERS



Buy and sell Hardwoods in Buffalo
 where 60 to 70,000,000 feet are carried at
 all times. Shipments can move quickly to
 and from Buffalo by rail, lake or barge canal

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Buffalo Service Satisfies

T. SULLIVAN & COMPANY
NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
 Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.
ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Pine & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

I. R. Wall, Pres. M. M. Wall, Treas. T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.
EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT

1333 CLINTON STREET

The Southwest-America's Last Great Hardwood Stand

MISSISSIPPI

Houston Brothers

FOR HARDWOOD AND CYPRESS LUMBER
All Kinds, Grades and Dimensions. We Have What You
Want—Write Us
VICKSBURG

Eastman-Gardiner Hdwd. Co.

ALL KINDS OF PRIME HARDWOOD
QUALITY AND SERVICE
LAUREL

New Deemer Mfg. Company

INCORPORATED
Manufacturers of
SOUTHERN HARDWOODS
DEEMER

Faust Brothers Lumber Co.

WRITE US
IF YOU WANT THE BEST HARDWOODS
JACKSON

H. L. White Lumber Co.

ROTARY CUT VENEERS, OAK & CYPRESS LUMBER
Write Us
COLUMBIA

THIS PAGE REACHES EACH ISSUE

Over \$600,000,000 in Ratings
AMONG BUYERS AND USERS OF HARDWOODS

WRITE FOR QUOTATION

Only Two Spaces Left

Bradley Lumber Company

Southern Hardwoods, Oak Timbers, Red & Yellow Cypress
ADDRESS SALES OFFICE, MEMPHIS, TENN.
GREENWOOD



Anything in northern hardwoods, pine and hemlock. Look over the following specials.

SOFT ELM

4/4	No. 2 Com. & Bet.....	2 cars
8/4	No. 1 Com. & Bet.....	4 cars
10/4	No. 1 Com. & Bet.....	3 cars

HARD MAPLE

8/4	No. 2 Com. & Bet.....	4 cars
10/4	No. 2 Com. & Bet.....	2 cars
12/4	No. 1 Com. & Bet.....	2 cars

BIRCH

4/4	No. 2 Com. & Bet.....	3 cars
5/4	No. 2 Com. & Bet.....	2 cars
8/4	Selects & Better.....	2 cars
12/4	No. 1 & Better.....	2 cars

Our pine runs to exceptionally good widths and lengths, is thoroughly dry. Can be milled.



OUR thoroughly assorted stock of birch 4/4" and up is thoroughly seasoned and well assorted for widths and lengths. As one means of eliminating lumber worries for 1922, get in touch with our organization. A 100,000,000 feet annual capacity, complete planing mill facilities and unusual arrangements for cutting special stock in hardwood and hemlock make a strong combination for any buyer.

buy from fish

BRANCH OFFICE: CHICAGO

CHARLES W. FISH LUMBER CO., ELCHO, WIS.

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

PLAIN WHITE OAK	1 1/2" FAS	24,000'
1 1/2" FAS	1 1/2" No. 1 Com.	26,000'
1 1/2" FAS	1 1/2" No. 2 Com.	27,000'
1 1/2" FAS	1 1/2" No. 3 Com.	28,000'
1 1/2" FAS	1 1/2" No. 4 Com.	29,000'
1 1/2" FAS	1 1/2" No. 5 Com.	30,000'
1 1/2" FAS	1 1/2" No. 6 Com.	31,000'
1 1/2" FAS	1 1/2" No. 7 Com.	32,000'
1 1/2" FAS	1 1/2" No. 8 Com.	33,000'
1 1/2" FAS	1 1/2" No. 9 Com.	34,000'
1 1/2" FAS	1 1/2" No. 10 Com.	35,000'
1 1/2" FAS	1 1/2" No. 11 Com.	36,000'
1 1/2" FAS	1 1/2" No. 12 Com.	37,000'
1 1/2" FAS	1 1/2" No. 13 Com.	38,000'
1 1/2" FAS	1 1/2" No. 14 Com.	39,000'
1 1/2" FAS	1 1/2" No. 15 Com.	40,000'
1 1/2" FAS	1 1/2" No. 16 Com.	41,000'
1 1/2" FAS	1 1/2" No. 17 Com.	42,000'
1 1/2" FAS	1 1/2" No. 18 Com.	43,000'
1 1/2" FAS	1 1/2" No. 19 Com.	44,000'
1 1/2" FAS	1 1/2" No. 20 Com.	45,000'

PLAIN WHITE OAK	4 1/2" FAS	26,000'
4 1/2" FAS	4 1/2" No. 1 Brdg. Plk.	92,000'
4 1/2" FAS	4 1/2" No. 1 Com.	31,000'
4 1/2" FAS	4 1/2" No. 2 Com.	32,000'
4 1/2" FAS	4 1/2" No. 3 Com.	33,000'
4 1/2" FAS	4 1/2" No. 4 Com.	34,000'
4 1/2" FAS	4 1/2" No. 5 Com.	35,000'
4 1/2" FAS	4 1/2" No. 6 Com.	36,000'
4 1/2" FAS	4 1/2" No. 7 Com.	37,000'
4 1/2" FAS	4 1/2" No. 8 Com.	38,000'
4 1/2" FAS	4 1/2" No. 9 Com.	39,000'
4 1/2" FAS	4 1/2" No. 10 Com.	40,000'
4 1/2" FAS	4 1/2" No. 11 Com.	41,000'
4 1/2" FAS	4 1/2" No. 12 Com.	42,000'
4 1/2" FAS	4 1/2" No. 13 Com.	43,000'
4 1/2" FAS	4 1/2" No. 14 Com.	44,000'
4 1/2" FAS	4 1/2" No. 15 Com.	45,000'
4 1/2" FAS	4 1/2" No. 16 Com.	46,000'
4 1/2" FAS	4 1/2" No. 17 Com.	47,000'
4 1/2" FAS	4 1/2" No. 18 Com.	48,000'
4 1/2" FAS	4 1/2" No. 19 Com.	49,000'
4 1/2" FAS	4 1/2" No. 20 Com.	50,000'

PLAIN RED OAK	4 1/2" FAS	181,000'
4 1/2" FAS	4 1/2" No. 1 Brdg. Plk.	181,000'
4 1/2" FAS	4 1/2" No. 1 Com.	29,000'
4 1/2" FAS	4 1/2" No. 2 Com.	213,000'
4 1/2" FAS	4 1/2" No. 3 Com.	169,000'
4 1/2" FAS	4 1/2" No. 4 Com.	61,000'
4 1/2" FAS	4 1/2" No. 5 Com.	21,000'
4 1/2" FAS	4 1/2" No. 6 Com.	75,000'
4 1/2" FAS	4 1/2" No. 7 Com.	26,000'
4 1/2" FAS	4 1/2" No. 8 Com.	27,000'
4 1/2" FAS	4 1/2" No. 9 Com.	28,000'
4 1/2" FAS	4 1/2" No. 10 Com.	29,000'
4 1/2" FAS	4 1/2" No. 11 Com.	30,000'
4 1/2" FAS	4 1/2" No. 12 Com.	31,000'
4 1/2" FAS	4 1/2" No. 13 Com.	32,000'
4 1/2" FAS	4 1/2" No. 14 Com.	33,000'
4 1/2" FAS	4 1/2" No. 15 Com.	34,000'
4 1/2" FAS	4 1/2" No. 16 Com.	35,000'
4 1/2" FAS	4 1/2" No. 17 Com.	36,000'
4 1/2" FAS	4 1/2" No. 18 Com.	37,000'
4 1/2" FAS	4 1/2" No. 19 Com.	38,000'
4 1/2" FAS	4 1/2" No. 20 Com.	39,000'

Panola Lumber & Mfg. Co.
Bank of Commerce Bldg., Memphis, Tenn.

Kellogg Lumber Company

PLAIN WHITE OAK	1 1/2" FAS	24,000'
1 1/2" FAS	1 1/2" No. 1 Com.	26,000'
1 1/2" FAS	1 1/2" No. 2 Com.	27,000'
1 1/2" FAS	1 1/2" No. 3 Com.	28,000'
1 1/2" FAS	1 1/2" No. 4 Com.	29,000'
1 1/2" FAS	1 1/2" No. 5 Com.	30,000'
1 1/2" FAS	1 1/2" No. 6 Com.	31,000'
1 1/2" FAS	1 1/2" No. 7 Com.	32,000'
1 1/2" FAS	1 1/2" No. 8 Com.	33,000'
1 1/2" FAS	1 1/2" No. 9 Com.	34,000'
1 1/2" FAS	1 1/2" No. 10 Com.	35,000'
1 1/2" FAS	1 1/2" No. 11 Com.	36,000'
1 1/2" FAS	1 1/2" No. 12 Com.	37,000'
1 1/2" FAS	1 1/2" No. 13 Com.	38,000'
1 1/2" FAS	1 1/2" No. 14 Com.	39,000'
1 1/2" FAS	1 1/2" No. 15 Com.	40,000'
1 1/2" FAS	1 1/2" No. 16 Com.	41,000'
1 1/2" FAS	1 1/2" No. 17 Com.	42,000'
1 1/2" FAS	1 1/2" No. 18 Com.	43,000'
1 1/2" FAS	1 1/2" No. 19 Com.	44,000'
1 1/2" FAS	1 1/2" No. 20 Com.	45,000'

PLAIN RED OAK	4 1/2" FAS	181,000'
4 1/2" FAS	4 1/2" No. 1 Brdg. Plk.	181,000'
4 1/2" FAS	4 1/2" No. 1 Com.	29,000'
4 1/2" FAS	4 1/2" No. 2 Com.	213,000'
4 1/2" FAS	4 1/2" No. 3 Com.	169,000'
4 1/2" FAS	4 1/2" No. 4 Com.	61,000'
4 1/2" FAS	4 1/2" No. 5 Com.	21,000'
4 1/2" FAS	4 1/2" No. 6 Com.	75,000'
4 1/2" FAS	4 1/2" No. 7 Com.	26,000'
4 1/2" FAS	4 1/2" No. 8 Com.	27,000'
4 1/2" FAS	4 1/2" No. 9 Com.	28,000'
4 1/2" FAS	4 1/2" No. 10 Com.	29,000'
4 1/2" FAS	4 1/2" No. 11 Com.	30,000'
4 1/2" FAS	4 1/2" No. 12 Com.	31,000'
4 1/2" FAS	4 1/2" No. 13 Com.	32,000'
4 1/2" FAS	4 1/2" No. 14 Com.	33,000'
4 1/2" FAS	4 1/2" No. 15 Com.	34,000'
4 1/2" FAS	4 1/2" No. 16 Com.	35,000'
4 1/2" FAS	4 1/2" No. 17 Com.	36,000'
4 1/2" FAS	4 1/2" No. 18 Com.	37,000'
4 1/2" FAS	4 1/2" No. 19 Com.	38,000'
4 1/2" FAS	4 1/2" No. 20 Com.	39,000'

Memphis Band Mill Co.

Stimson Veneer & Lbr. Co.
INCORPORATED

L. D. Murrelle Lumber Co.

Band Mill—BUDE, MISS.

General Sales Offices

1524 Exchange Bldg., MEMPHIS, TENN.

Manufacturers of

WHITE AND RED OAK, POPLAR,
GUM, ASH, MAGNOLIA, AND BEECH

**We Specialize in QUARTERED
WHITE OAK AND POPLAR**

PLAIN WHITE OAK	1 1/2" FAS	24,000'
1 1/2" FAS	1 1/2" No. 1 Com.	26,000'
1 1/2" FAS	1 1/2" No. 2 Com.	27,000'
1 1/2" FAS	1 1/2" No. 3 Com.	28,000'
1 1/2" FAS	1 1/2" No. 4 Com.	29,000'
1 1/2" FAS	1 1/2" No. 5 Com.	30,000'
1 1/2" FAS	1 1/2" No. 6 Com.	31,000'
1 1/2" FAS	1 1/2" No. 7 Com.	32,000'
1 1/2" FAS	1 1/2" No. 8 Com.	33,000'
1 1/2" FAS	1 1/2" No. 9 Com.	34,000'
1 1/2" FAS	1 1/2" No. 10 Com.	35,000'
1 1/2" FAS	1 1/2" No. 11 Com.	36,000'
1 1/2" FAS	1 1/2" No. 12 Com.	37,000'
1 1/2" FAS	1 1/2" No. 13 Com.	38,000'
1 1/2" FAS	1 1/2" No. 14 Com.	39,000'
1 1/2" FAS	1 1/2" No. 15 Com.	40,000'
1 1/2" FAS	1 1/2" No. 16 Com.	41,000'
1 1/2" FAS	1 1/2" No. 17 Com.	42,000'
1 1/2" FAS	1 1/2" No. 18 Com.	43,000'
1 1/2" FAS	1 1/2" No. 19 Com.	44,000'
1 1/2" FAS	1 1/2" No. 20 Com.	45,000'

MAY BROTHERS

COTTONWOOD		QUARTERED SAP GUM	
1/4"	BB, 9-12", 8 mo., 2 cars	8/4"	Com. & Btr., 8 mo., 4 cars
1/4"	BB, 13-17", 8 mo., 2 cars		
1/4"	FAS, 6-12", 8 mo., 3 cars	TUPELO	
1/4"	No. 1 Com., 8 mo., 4 cars	7/4"	FAS, 12 mo., 3 cars
5/4"	FAS, 8 mo., 4 cars	4/4"	No. 1 Com., 12 mo., 5 cars
5/4"	No. 1 Com., 8 mo., 5 cars	PLAIN RED OAK	
PLAIN RED GUM		5/4"	No. 1 Com., 12 mo., 4 cars
1/4"	No. 1 Com., 6 mo., 1 car	SYCAMORE	
5/4"	No. 1 Com., 6 mo., 2 cars	10/4"	Com. & Btr., 12 mo., 2 cars
QUARTERED RED GUM		MAPLE	
6/4"	No. 1 Com., 6 mo., 1 car	8/4"	Log Run, 12 mo., 1 car
8/4"	Com. & Btr., 6 mo., 3 cars	10/4"	Log Run, 12 mo., 1 car
PLAIN SAP GUM		CYPRESS	
1/4"	FAS, 10 mo., 3 cars	8/4"	FAS, 8 mo., 1 car
1/4"	No. 1 Com., 10 mo., 8 cars	8/4"	Select, 8 mo., 1 car
1/4"	No. 2 Com., 10 mo., 3 cars	8/4"	No. 1 Shop, 8 mo., 1 car
5/4"	FAS, 12 mo., 3 cars	4/4"	No. 1 Shop, 8 mo., 2 cars
6/4"	FAS, 12 mo., 1 car	4/4"	No. 1 Com., 8 mo., 3 cars
6/4"	No. 1 Com., 12 mo., 5 cars		

YELLOW CYPRESS			PLAIN SAP GUM		
6 1/4" FAS	1 car		5 1/4" Log Run	1 car	
1 1/4" FAS, S&D	1 car		5 1/4" Log Run	2 cars	
6 1/4" Selects	2 cars		8 1/4" Log Run	2 cars	
4 1/4" Selects	1 car		10 1/4" Log Run	1 car	
4 1/4" Shop	3 cars		12 1/4" Log Run	1 car	
6 1/4" Shop	3 cars				
4 1/4" No. 1 C. Band. Wd.	4 cars		MAPLE		
6 1/4" No. 1 C. Band. Wd.	2 cars		1 1/4" Log Run	1 car	
8 1/4" No. 1 C. Band. Wd.	1 car		5 1/4" Log Run	1 car	
1x6" No. 1 Common	1 car		8 1/4" Log Run	1 car	
1x8" No. 1 Common	3 cars		10 1/4" Log Run	2 cars	
1x10" No. 1 Common	2 cars		10 1/4" No. 1 Common	2 cars	
1x12" No. 1 Common	1 car		4 1/4" FAS	1 car	
PLAIN RED GUM			PLAIN WHITE OAK		
4 1/4" No. 1 Com. & Btr.	1 car		4 1/4" No. 1 Com. & Btr.	3 cars	
60% FAS			PLAIN RED OAK		
POPLAR			4 1/4" No. 1 Com. & Btr.	2 cars	
4 1/4" No. 1 Com. & Btr.	3 cars		ASH		
QUARTERED SAP GUM			1 1/4" Log Run	1 car	
8 1/4" No. 1 Com. & Btr.	2 cars				

Johnson Bros. Hdwd. Co.

Erskine Williams Lbr. Co.

HARDWOODS

MEMPHIS

WHITE ASH—Firm Texture

4/4x6" to 9", 8/16 ft. 1s and 2s	15,000'
4/4x6" to 7", 8/16 ft. 1s and 2s	15,000'
4/4x10" to 12", 10/16 ft. 1s and 2s	15,000'
4/4x12" and up, 10/16 ft. 1s and 2s	15,000'
4/4x6" to 9", 8/16 ft. 1s and 2s	15,000'
5/4x10" to 12", 10/16 ft. 1s and 2s	15,000'
5/4x12" and up, 10/16 ft. 1s and 2s	15,000'
6/4x6" to 9", 8/16 ft. 1s and 2s	15,000'
6/4x10" to 12", 10/16 ft. 1s and 2s	15,000'
6/4x12" and up, 10/16 ft. 1s and 2s	15,000'
8/4x6" to 9", 8/16 ft. 1s and 2s	15,000'
8/4x10" to 12", 10/16 ft. 1s and 2s	15,000'
8/4x12" and up, 10/16 ft. 1s and 2s	15,000'
10/4x6" and up, 8/16 ft. 1s and 2s	15,000'
12/4x6" and up, 8/16 ft. 1s and 2s	15,000'
12/4x12" and up, 8/16 ft. 1s and 2s	15,000'
14/4x6" and up, 8/16 ft. 1s and 2s	15,000'
16/4x6" and up, 8/16 ft. 1s and 2s	15,000'

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

Good Widths and Lengths: 4 Months' Dry	
ASH	GUM DOG BOARDS
4/4-6/4" No. 2 Common	6/4-8/4" No. 2 & Btr.
ASH DOG BOARDS	QUARTERED RED GUM
6/4-8/4" No. 2 & Btr	4/4-6/4-8/4" No. 1 & Btr.
CYPRESS	QUARTERED SAP GUM
4/4-6/4-8/4-10/4" Shop & Btr	4/4-6/4-8/4" No. 1 & Btr.
4/4-5/4" No. 1 & No. 2	LOCUST
ELM	4/4-8/4" Log Run
4/4-6/4-8/4" No. 2 Common	MAPLE
4/4-6/4-8/4" No. 3 Common	10/4" Log Run
RED GUM	RED OAK
4/4-8/4" No. 2 Common	4/4-5/4-6/4" No. 2 & Btr.
SAP GUM	WHITE OAK
6/4-8/4" No. 2 Common	4/4-5/4-6/4" No. 3 & Btr.
	OAK
	4/4" Sound Wormy

Chicago Lumber & Coal Co.

824 Arcade Bldg., St. Louis, Mo.
CHICAGO OFFICE Marquette Building
DETROIT OFFICE Book Building

ASH	8/4" FAS, 3 mo. dry... 1 car
5/4" No. 1 Com. dry... 1 car	8/4" No. 1 C. 3 mo. dry 3 cars
5/4" No. 2 Com. dry... 1 car	QUARTERED WHITE OAK
QTD. RED GUM, S. N. D.	4/4" FAS, 2 mo. dry... 9,000'
4/4" FAS, 3 mo. dry... 2 cars	4/4" No. 1 Com. dry... 100,000'
4/4" No. 1 C. 3 mo. dry... 3 cars	4/4" No. 2 Com. dry... 50,000'
8/4" FAS, 6 mo. dry... 4 cars	5/4" FAS, dry... 18,000'
8/4" No. 1 C. 6 mo. dry... 4 cars	5/4" No. 1 Com. dry... 60,000'
10/4" FAS, 6 mo. dry... 2 cars	6/4" No. 2 Com. dry... 30,000'
10/4" No. 1 C. 6 mo. dry... 2 cars	PLAIN WHITE OAK
PLAIN SAP GUM	4/4" FAS, dry... 7,000'
5/8" FAS, dry... 6,000'	5/4" No. 1 Com. dry... 20,000'
5/8" No. 1 C. dry... 20,000'	5/4" No. 2 Com. dry... 15,000'
QUARTERED RED GUM	QUARTERED RED OAK
4/4" FAS, 3 mo. dry... 1 car	5/4" No. 1 Com. dry... 20,000'
4/4" No. 1 C. 3 mo. dry... 3 cars	5/4" No. 2 Com. dry... 5,000'
QTD. FIG. GUM	PLAIN RED OAK
4/4" FAS, 2 mo. dry... 4,000'	3/4" FAS, dry... 4,000'
4/4" No. 1 C. 2 mo. dry... 5,000'	3/4" No. 1 Com. dry... 40,000'
QUARTERED RED GUM	3/4" No. 2 Com. dry... 20,000'
6/4" FAS, dry... 4,000'	4/4" FAS, dry... 15,000'
6/4" No. 1 Com. dry... 7,000'	5/4" No. 1 Com. dry... 20,000'

Rush Lumber Company

Thompson & De Fenelon
Quality
Hardwood Lumber

Mixed Cars Our Specialty
Kiln Dried or Air Dried

ALSO SURFACE AND RESAW

Office and Yard Mills
Memphis, Tenn. Louisiana and Arkansas

The Mossman Lumber Co.
INCORPORATED

SAP GUM	PLAIN RED OAK
4/4" FAS... 1 car	4/4" FAS... 1 car
4/4" FAS... 3 cars	4/4" FAS... 1 car
5/4" C. & B... 3 cars	4/4" FAS... 1 car
4/4" No. 1 Com... 5 cars	4/4" No. 1 Com... 1 car
QTD. RED GUM, S. N. D.	PLAIN MIXED OAK
4/4" C. & B... 2 cars	4/4" FAS... 1 car
4/4" C. & B... 2 cars	PLAIN WHITE OAK
8/4" C. & B... 5 cars	4/4" No. 1 Com... 2 cars
TUPELO GUM	CYPRESS
4/4" FAS... 5 cars	4/4" Sel. & Bet... 1 car
QTD. RED GUM	POPLAR
4/4" No. 1 Com... 1 car	4/4" Sap & Bet... 1 car
4/4" No. 1 Com... 3 cars	4/4" No. 1 Com... 3 cars
8/4" C. & B... 2 cars	4/4" No. 2 A Com... 2 cars

Richards Hardwood Co.

QTD. RED GUM, S. N. D.	6/4" 1s & 2s... 40,000'
5/4" 1s & 2s... 13,000'	6/4" No. 1 Com. & Sel... 100,000'
5/4" Com. & Btr... 13,000'	QUARTERED RED OAK
8/4" Com. & Btr... 50,000'	4/4" Com. & Btr... 30,000'
PLAIN SAP GUM	4/4" No. 2 Common... 35,000'
4/4" No. 1 Com. & Sel... 15,000'	PLAIN WHITE OAK
4/4" No. 2 Common... 30,000'	3/4" 1s & 2s... 15,000'
4/4" No. 3 Common... 30,000'	3/4" No. 1 Com. & Sel... 15,000'
5/4" No. 1 Com. & Sel... 50,000'	4/4" 1s & 2s... 50,000'
6/4" Com. & Btr... 35,000'	5/4" 1s & 2s... 12,000'
PLAIN RED GUM	5/4" No. 1 Com. & Sel... 35,000'
4/4" No. 1 Com. & Sel... 25,000'	8/4" Log Run... 15,000'
5/4" No. 1 Com. & Btr... 15,000'	QUARTERED WHITE OAK
6/4" No. 2 Common... 100,000'	4/4" 1s & 2s... 40,000'
QUARTERED RED GUM	4/4" No. 2 Common... 50,000'
4/4" No. 1 Com. & Sel... 15,000'	4/4" C. & B. Strips... 30,000'
5/4" No. 1 Com. & Sel... 25,000'	6/4" No. 1 & 2 Com... 35,000'
	8/4" No. 1 & 2 Com... 14,000'

Geo. C. Brown & Company

PLAIN WHITE OAK	4/4" No. 1 Common... 2,000'
5/8" Sel. & Btr... 15,200'	5/4" No. 1 Common... 8,000'
5/8" No. 3 Common... 22,100'	6/4" No. 1 Common... 8,000'
6/4" No. 2 Com. & Btr... 21,300'	8/4" No. 2 Common... 14,800'
PLAIN RED OAK	BLACK GUM
4/4" No. 2 Com. & Btr... 18,500'	4/4" Com. & Btr... 6,800'
6/4" No. 2 Com. & Btr... 169,000'	6/4" Com. & Btr... Plain 5,900'
PLAIN RED AND WHITE OAK	CYPRESS
5/8" No. 1 Common... 4,000'	4/4" No. 2 Com. & Btr... 141,000'
4/4" No. 3 Common... 54,500'	4/4" Pecky... 57,100'
4/4" Sound Wormy... 54,500'	5/4" No. 1 & No. 2 C... 17,600'
6/4" No. 3 Common... 52,600'	5/8" No. 1 & No. 2 Com... 40,000'
QUARTERED RED GUM	COTTONWOOD
4/4" No. 1 Com. & Btr... 100,000'	4/4" Box Bds. 1" & up... 50,000'
4/4" FAS, Fig'd... 19,000'	4/4" Box Bds. 9-12"... 100,000'
8/4" No. 2 Com. & Btr... 20,000'	4/4" No. 1 C&B, Rdm... 200,000'
PLAIN RED GUM	4/4" No. 2 C, Random... 50,000'
5/8" No. 1 Com. & Btr... 39,800'	4/4" No. 3 C, Random... 5,000'
4/4" FAS... 1,000'	5/4" FAS, Random... 54,200'
QUARTERED SAP GUM	5/8" Dog Butts... 100,000'
4/4" No. 1 Com. & Btr... 65,000'	PLAIN
8/4" No. 1 Com. & Btr... 27,000'	6/4" No. 2 & 3 Com... 140,800'
PLAIN SAP GUM	
5/8" No. 2 Com. & Btr... 120,000'	

Mark H. Brown Lbr. Co.

HARDWOODS

MEMPHIS

PLAIN SAP GUM	
1/2" FAS. 15-17"	75,000'
5/8" FAS 15" & up.	15,000'
5/4" FAS	15,000'
6/4" No. 1 Common	15,000'
8/4" No. 2 Common	15,000'
QUARTERED SAP GUM	
4/1" No. 1 Com. & Btr.	75,000'
6/4" No. 1 Com. & Btr.	30,000'
8/4" No. 2 Common	25,000'
10/4" No. 1 Com. & Btr.	25,000'
PLAIN RED GUM	
1/2" No. 1 Com. & Btr.	20,000'
5/8" No. 1 Com. & Btr.	20,000'
4/1" FAS	50,000'
4/1" No. 1 Common	5,000'
QUARTERED RED GUM	
4/1" FAS	15,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

QUARTER SAWN SYCAMORE	
5/8" No. 2 Com. & Btr.	60,000'
4/4" No. 1 Com. & Btr.	27,000'
5/4" No. 1 Com. & Btr.	75,000'
6/4" No. 1 Com. & Btr.	100,000'

PLAIN SAWN SYCAMORE	
5/8" No. 1 Com. & Btr.	100,000'
4/4" No. 1 Com. & Btr.	60,000'
5/4" No. 2 Com. & Btr.	200,000'
6/4" No. 1 Com. & Btr.	150,000'
10/4" No. 2 Com. & Btr.	75,000'

LOCUST	
4/4" Log Run	20,000'

HACKBERRY	
5/4" Log Run	100,000'

HICKORY	
6/4" Log Run	28,000'
8/4" Log Run	150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

C. B. COLBORN

SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension Lumber for Manufacturers of

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL

Standard sizes on hand for prompt shipment. Special items
cut to order.

Office, Dimension Mill and Yard
Belt Line Railroad at McLean Street
Postoffice Box 795

QUARTERED WHITE OAK	
4/1" No. 1 Common	100,000'
1/1" No. 2 Common	75,000'
7/1" No. 1 & Btr.	12,000'
6/1" FAS	10,000'
6/4" No. 1 Common	30,000'
8/4" Com. & Btr.	14,000'
CYPRESS	
5/1" FAS	15,000'
5/1" Selects	15,000'
6/3" Sel. & Btr.	14,000'
8/3" Sel. & Btr.	14,000'
BLACK GUM	
4/1" FAS	30,000'
SOFT BLM	
6/1" No. 2 & No.	30,000'
QUARTERED RED GUM	
4/1" No. 1 Common	20,000'
6/1" FAS	18,000'

6/1" No. 1 Common	10,000'
8/4" FAS	10,000'

FIGURED RED GUM	
4/4" FAS, Plain	6,000'
4/1" No. 1 Com. Qtd.	30,000'

QUARTERED SAP GUM	
4/4" No. 1 Common	30,000'
5/1" FAS	25,000'
8/1" FAS	18,000'
10/4" FAS	28,000'

OAK	
5/8" Sound Wormy	35,000'
3/1" Sound Wormy	28,000'
4/4" Sound Wormy	50,000'
5/4" Sound Wormy	12,000'

Brown & Hackney, Inc.

QTD FIGURED RED GUM	
4/4" FAS	54,780'
5/4" FAS	15,070'
6/4" FAS	3,340'
8/3" FAS	7,400'

4/4" No. 1 Com. & Sel.	48,025'
5/4" No. 1 Com. & Sel.	3,690'
6/4" No. 1 Com. & Sel.	2,240'
PLAIN SAWN FIG. RED GUM	
4/1" FAS	7,436'

The Frank A. Conkling Co.

QUARTERED WHITE OAK	
5/8" Com. & Btr.	4 cars
4/4" FAS	2 cars
4/4" No. 1 Com. & Sel.	4 cars
5/4" Com. & Btr.	4 cars

PLAIN WHITE OAK	
5/8" Com. & Btr.	1 car
4/1" Com. & Btr.	5 cars
5/4" No. 1 Com. & Sel.	1 car

PLAIN RED OAK	
3/1" Com. & Btr.	2 cars
4/1" Sound Wormy	1 car

QUARTERED RED GUM	
4/4" Com. & Btr.	4 cars
5/4" Com. & Btr.	2 cars
8/4" Com. & Btr.	2 cars

QTD RED GUM, S&D	
5/8" Com. & Btr.	3 cars
4/1" Com. & Btr.	3 cars

5/4" FAS	1/2 car
8/4" FAS	2 cars
10/4" Com. & Btr.	2 cars

PLAIN RED GUM	
4/4" Com. & Btr.	1 car
5/4" Com. & Btr.	2 cars

CYPRESS	
4/1" No. 1 Common	1 car
5/1" Shop & Btr.	3 cars
10/4" Sel. & Btr.	2 cars

POPLAR	
4/4" FAS	1 car
4/1" Sap & Sel.	1 car
1/1" No. 1 & 2 Com.	2 cars

COTTONWOOD	
4/1" Box Bds., 9-17"	1 car
4/1" FAS, 6" & Wid.	2 cars
4/4" No. 1 & 2 Common 3 cars	

Mississippi Valley Hdw. Co.

SALES OFFICE: Memphis, Tenn. BAND MILL: Clarksdale, Miss.
Mississippi Delta Gum—The Best That Grows

PLAIN SAP GUM	
5/4" No. 1 Com., 2 mo.	3 cars
8/4" FAS, 3 mo.	3 cars
8/4" No. 1 Com., 3 mo.	2 cars

PLAIN RED GUM	
4/4" FAS, 3 mo.	2 cars
4/4" No. 1 Com., 3 mo.	2 cars

COTTONWOOD	
4/1" Box Bds., 3 mo.	10 cars
4/4" FAS	10 cars

QUARTERED SAP GUM	
4/4" No. 1 Com., 2 mo.	3 cars

Chapman & Dewey Lumber Company

HARDWOODS

MEMPHIS

Bennett & Witte

Established 1884

MANUFACTURERS AND DEALERS

Hardwood Lumber

QUARTERED WHITE OAK	
5/8" 1s & 2s.....	75,000'
5/8" No. 1 Common.....	60,000'
3/4" No. 2 Com. & Btr.....	17,000'
PLAIN WHITE OAK	
5/8" No. 1 Common.....	23,000'
4/4" 1s & 2s.....	60,000'
PLAIN RED OAK	
5/8" No. 1 Com. & Btr.....	30,000'
4/4" Sound Wormy.....	30,000'
QUARTERED RED GUM	
3/4" No. 1 Com. & Btr.....	12,000'
5/4" 1s & 2s.....	14,000'
5/4" No. 1 Common.....	45,000'

6/4" 1s & 2s.....	45,000'
6/4" No. 1 Common.....	60,000'
8/4" 1s & 2s.....	60,000'
8/4" No. 1 Common.....	30,000'
MISS. YELLOW CYPRESS	
4/4" 1s & 2s.....	31,000'
4/4" Selects.....	55,000'
4/4" No. 1 Shop.....	150,000'
4/4" Boxing.....	32,000'
4/4" No. 1 Common.....	75,000'
4/4" No. 2 Common.....	150,000'
5/4" 1s & 2s.....	130,000'
5/4" Selects.....	72,000'
3/4" Selects & Btr.....	93,000'
4/4" Pecky.....	150,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

QUARTERED WHITE OAK	
4/4" No. 1 Common.....	12,000'
PLAIN WHITE OAK	
4/4" 1s & 2s.....	12,000'
4/4" No. 1 Common.....	25,000'
4/4" No. 2 Common.....	12,000'
PLAIN RED OAK	
4/4" No. 1 Common.....	25,000'
4/4" No. 2 Common.....	12,000'
4/4" No. 3 Common.....	60,000'
PLAIN RED GUM	
3/4" No. 1 Com. & Btr.....	15,000'
4/4" No. 1 Common.....	25,000'
4/4" 1s & 2s.....	12,000'
QUARTERED RED GUM	
4/4" No. 1 Common.....	50,000'
4/4" 1s & 2s.....	25,000'
6/4" No. 1 Com. & Btr.....	12,000'
5/4" No. 1 Com. & Btr.....	25,000'
QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.....	25,000'

Geo. C. Ehemann & Company

Office: Bank of Commerce and Trust Building

WHITE ASH	
1x10" up 1s & 2s.....	15,000'
5"x10" up 1s & 2s.....	5,000'
6/4x10" up 1s & 2s.....	3,000'
8/4x10" up 1s & 2s.....	17,000'
1" 1s & 2s.....	35,000'
7/4" 1s & 2s.....	40,000'
4/4" 1s & 2s.....	25,000'
All 8" and 10".....	
6/4" 1s & 2s.....	16,000'
8/4" 1s & 2s.....	40,000'

10/4" Com. & Btr.....	75,000'
12/4" Com. & Btr.....	60,000'
4/4" No. 1 Common.....	50,000'
5/4" No. 1 Common.....	60,000'
6/4" No. 1 Common.....	65,000'
8/4" No. 1 Common.....	120,000'
10/4" No. 1 Common.....	16,000'
12/4" No. 1 Common.....	14,000'
1" No. 2 Common.....	50,000'
5/4" No. 2 Common.....	35,000'
8/4" No. 2 Common.....	60,000'
10/4" No. 2 Common.....	18,000'

Thompson-Katz Lbr. Co.

11 TO 16' LENGTHS
MONTHS' LRY. DELTA STOCK

QUARTERED RED GUM	
8/4".....No. 1 Com. & Btr.	6/4".....No. 1 Common
8/4".....No. 1 Com. & Sel.	4/4".....No. 2 Com. & Sel.
6/4".....No. 2 Com. & Btr.	
6/4".....No. 1 Com. & Sel.	
4/4".....No. 1 Com. & Btr.	
4/4".....No. 1 Com. & Sel.	
PLAIN SAP GUM	
6/4".....No. 1 Common	QTD. RED GUM, SND.
4/4".....No. 1 Com. & Sel.	4/4".....No. 1 Com. & Btr.

ADDRESS BOX 11-A

Care of Hardwood Record, 537 So. Dearborn St.,
Chicago

ASH	
4/4" FAS.....	19,000'
4/4" No. 1 Common.....	24,000'
4/4" No. 2 Common.....	16,500'
5/4" FAS.....	53,600'
5/4" No. 1 Common.....	37,000'
5/4" No. 2 Common.....	17,200'
6/4" FAS.....	14,000'
6/4" No. 1 Common.....	30,000'
8/4" No. 1 Com. & Btr.....	155,000'
10/4" No. 1 Com. & Btr.....	12,000'
12/4" No. 1 Com. & Btr.....	22,500'
CYPRESS	
4/4" FAS.....	78,000'
4/4" Select.....	64,800'
4/4" No. 1 Shop.....	72,400'
5/4" FAS.....	19,000'
5/4" Select.....	27,600'
5/4" No. 1 Shop.....	32,400'
8/4" FAS.....	52,700'
8/4" Select.....	46,400'
POPLAR	
4/4" FAS.....	15,000'
4/4" FAS, SND.....	22,000'

4/4" No. 1 Common.....	95,000'
5/4" No. 1 Common.....	39,000'
6/4" No. 1 Common.....	17,900'
TENNESSEE RED CEDAR	
4/4" No. 1 Com. & Btr.....	90,000'
PLAIN WHITE OAK	
4/4" FAS.....	27,000'
4/4" No. 1 Common.....	53,000'
6/4" No. 1 Common.....	52,000'
8/4" FAS.....	17,000'
8/4" No. 1 Common.....	31,000'
PLAIN RED OAK	
4/4" FAS.....	21,000'
4/4" No. 1 Common.....	15,000'
5/4" No. 1 Common.....	63,000'
6/4" No. 1 Common.....	75,000'
8/4" FAS.....	28,000'
8/4" No. 1 Common.....	37,000'
QUARTERED WHITE OAK	
4/4" Clear Strips.....	22,000'
4/4" No. 1 Common.....	38,000'
5/4" No. 1 Common.....	48,000'
6/4" FAS.....	10,000'
6/4" No. 1 Common.....	11,000'

Welsh Lumber Company

ASH	
5/1" FAS.....	30,000'
5/4" No. 1 Common.....	30,000'
5/4" No. 2 Common.....	100,000'
5/4" No. 3 Common.....	50,000'
COTTONWOOD	
4/4" Box Bds., 13-17".....	18,000'
4/4" Box Bds., 9-12".....	50,000'
4/4" FAS, 6-12".....	225,000'
4/4" FAS, 13-17".....	50,000'
5/4" FAS.....	100,000'
5/4" No. 1 Common.....	100,000'
6/4" FAS.....	45,000'
6/4" No. 1 Common.....	45,000'
6/4" No. 2 Common.....	30,000'
6/4" No. 3 Common.....	10,000'

4/4" Box Bds., 13-17".....	106,000'
4/4" FAS.....	300,000'
4/4" No. 1 Common.....	500,000'
4/4" No. 2 Common.....	200,000'
4/4" No. 3 Common.....	150,000'
5/4" FAS.....	45,000'
5/4" No. 1 Common.....	75,000'
5/4" No. 2 Common.....	100,000'
6/4" FAS.....	30,000'
6/4" FAS No. 1 Com.....	30,000'
6/4" No. 2 Common.....	30,000'
8/4" FAS.....	15,000'
8/4" No. 1 Common.....	30,000'
8/4" No. 2 Common.....	100,000'
SOFT MAPLE	
4/4" Log Run.....	60,000'
8/4" Log Run.....	100,000'

PLAIN SAP GUM	
5/8" FAS.....	40,000'
3/4" FAS.....	60,000'
3/4" No. 1 Common.....	100,000'

4/4 to 8/4" No. 1 C&B.....	500,000'
WHITE AND RED OAK	
4/4 to 8/4" All Grades.....	900,000'

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4/4" FAS, 10" & up.....	1 1/2 car
5/8" FAS, 10" & up.....	1 car
6/1" FAS, 10" & up.....	1 car
8/1" FAS, 10" & up.....	1 car
4/4" FAS, Regular.....	1 car
5/1" FAS, Regular.....	2 cars
6/1" FAS, Regular.....	2 cars
8/1" FAS, Regular.....	1 car
4/4" No. 1 Com. & Btr.....	2 cars
5/4" No. 1 Com. & Btr.....	2 cars
6/4" No. 1 Com. & Btr.....	2 cars
8/4" No. 1 Com. & Btr.....	3 cars

10/4" No. 1 Com. & Btr.....	2 cars
12/4" No. 1 Com. & Btr.....	3 cars
18/4" No. 1 Com. & Btr.....	1 car
4/4" No. 1 Common.....	1 car
5/1" No. 1 Common.....	2 cars
6/1" No. 1 Common.....	3 cars
8/4" No. 1 Common.....	2 cars
12/4" No. 1 Common.....	2 cars
4/4" No. 2 Common.....	1 car
5/4" No. 2 Common.....	1 car
6/4" No. 2 Common.....	1 car
8/4" No. 2 Common.....	2 car

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125,000 Feet

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23,000 Feet

4/4" Clear Strips

12,000 Feet

4/4" Select, 6" and up wide

21,000 Feet

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All band sawn, edged, trimmed lumber.
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All Our Logs Are Like These

These fine white oak logs grew five miles from our mill. Plenty more just like them



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Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, etc.

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Indiana

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OAK

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ALSO PLAIN OAK AND ASH

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FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

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5/8 No. 2 C&B. 50M 6/4 No. 2 C&B. 30M
4/4 No. 2 C&B. 100M 8/4 No. 2 C&B. 50M
5/4 No. 2 C&B. 60M 10/4 No. 2 C&B. 50M
12/4 No. 2 C&B. 75M

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Black Walnut**

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OUR
Indiana White Oak
is just as good as ever

The tree producing these five white oak logs, cut within five miles of our mill, contained 5000 feet of high grade oak lumber. This is not exceptional with us, as we are running steadily on Indiana timber of equally fine character.

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4/4" 1s&2s	15,000 ft.
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8/4" No. 1 Com. & Better, 10" and up.	7,000 ft.
10/4" No. 1 Common & Better	57,000 ft.
12/4" No. 1 Common & Better	50,000 ft.
16/4" No. 1 Common & Better	9,000 ft.
4/4" No. 1 Common	29,000 ft.
5/4" No. 1 Common	19,000 ft.
4/4" No. 2 Common	20,000 ft.
5/4" No. 2 Common	11,000 ft.
6/4" No. 2 Common	28,000 ft.
12/4" No. 2 Common	10,000 ft.

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DRY—EXCELLENT WIDTHS AND LENGTHS

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E. SONDHEIMER COMPANY

MEMPHIS, TENNESSEE

MANUFACTURERS HARDWOOD LUMBER

DRY STOCK READY FOR PROMPT SHIPMENT

PLAIN RED GUM	
5/8" 1s & 2s.....	75,000'
4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Common..	75,000'

QUARTERED RED GUM	
4/4" 1s & 2s.....	30,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	12,000'
5/4" No. 1 Common..	25,000'
6/4" 1s & 2s.....	21,000'
6/4" No. 1 Common..	5,000'
8/4" 1s & 2s.....	25,000'
8/4" No. 1 Common..	25,000'
10/4" No. 1 C. & B..	40,000'
12/4" No. 1 C. & B..	9,000'

QUARTERED SAP GUM	
5/8" 1s & 2s.....	25,000'
5/8" No. 1 Common..	15,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
6/4" 1s & 2s.....	25,000'
6/4" No. 1 Common..	25,000'

SOFT ELM	
6/4" Log Run	25,000'

PLAIN SAP GUM	
3/4" No. 1 Common..	25,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
1x13-17" Box Bds....	100,000'
1x9-10" Box Bds....	100,000'
5/4" 1s & 2s.....	100,000'
5/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	200,000'
6/4" 1s & 2s.....	25,000'
6/4" No. 1 Common..	50,000'

PLAIN RED OAK	
3/4" 1s & 2s.....	30,000'
8/4" No. 1 Common..	100,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	100,000'
4/4" No. 3 Common..	200,000'
5/4" 1s & 2s.....	15,000'
6/4" No. 1 C. & B....	10,000'
8/4" No. 1 C. & B....	10,000'

QUARTERED RED OAK	
4/4" No. 1 Common..	15,000'
4/4" No. 2 Common..	15,000'

QUARTERED WHITE OAK	
4/4" No. 1 Common..	17,000'
4/4" No. 2 Common..	15,000'

PLAIN WHITE OAK	
3/4" No. 1 Common..	40,000'
4/4" 1s & 2s.....	15,000'
4/4" No. 1 Common..	15,000'
4/4" No. 2 Common..	15,000'
5/8" No. 3 Common..	25,000'

WILLOW	
4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	25,000'
5/4" 1s & 2s.....	35,000'
5/4" No. 1 Common..	50,000'
5/4" No. 2 Common..	75,000'
6/4" 1s & 2s.....	75,000'
6/4" No. 1 Common..	75,000'
6/4" No. 2 Common..	25,000'
8/4" 1s & 2s.....	15,000'
8/4" No. 1 Common..	20,000'
8/4" No. 2 Common..	30,000'

QUARTERED TUPELO	
4/4" 1s & 2s.....	35,000'
4/4" No. 1 Common..	20,000'

PLAIN TUPELO	
4/4" 1s & 2s.....	30,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	35,000'
5/4" No. 1 Common..	17,000'
6/4" 1s & 2s.....	35,000'

6/4" No. 1 Common..	40,000'
6/4" No. 2 Common..	17,000'

COTTONWOOD	
4/4" 1s & 2s.....	100,000'
1x13-17" Box Bds....	50,000'
4/4" No. 1 Common..	200,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Common..	25,000'
6/4" 1s & 2s.....	30,000'
6/4" No. 1 Common..	100,000'
6/4" No. 2 Common..	150,000'

ASH	
4/4" No. 1 C. & B....	5 cars
8/4" No. 1 C. & B....	3 cars
5/4" No. 1 C. & B....	3 cars
10/4" No. 1 C. & B....	2 cars
3" No. 1 C. & B....	1 car

CYPRESS	
1" 1s & 2s.....	3 cars
6/4" 1s & 2s.....	1 car
8/4" 1s & 2s.....	1 car
1" Select	3 cars
1" No. 1 Shop.....	5 cars
5/4" Select	1 car
5/4" No. 1 Shop.....	1 car
6/4" Select	1 car
6/4" No. 1 Shop.....	1 car
4/4" No. 1 Common..	5 cars
4/4" No. 2 Common..	5 cars
4/4" Pecky	1 car

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Oak? We would be very
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HARDWOOD SPECIALISTS



Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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Vol. LIII

CHICAGO, AUGUST 25, 1922

No. 9

Review and Outlook

General Market Conditions

THERE IS A HEALTHY BALANCE of demand and supply in the hardwood lumber markets at this time, and were it not for the retardant influences of car shortage and seriously congested rail traffic, the trade would be in a very satisfactory condition. Due to a reasonable demand from nearly all sources, orders for hardwood lumber and veneers have been steadily increasing for the past few weeks, but because of the transportation situation, shipments have as steadily declined. Thus a fundamentally prosperous condition in the trade is being discounted by the weakness of transportation.

There is no reason to expect substantial relief from this situation for months to come. Had there been no coal miners' nor shopmen's strikes, a serious measure of car shortage and congestion would have developed in the fall, because this season is normally the period of heaviest transportation on our railroads, and there are, besides, bumper crops to move, as well as an increased shipment of all commodities, due to the returning tide of prosperity. But the strikes did happen, available railroad rolling stock has greatly decreased, congestion has resulted on virtually all lines, shipments have been held up and priorities and embargoes have been established.

At the date of this writing the bituminous coal strike is virtually settled, four-fifths of the unionized mines, which had been shut down since April, have resumed operations. As a result, the movement of coal will soon be tremendously increased. This must continue at an excessive rate well into the winter, and will further aggravate the car shortage and congestion. The settlement of the shopmen's strike, which must reasonably be expected within the next few days, will afford a great deal of relief, but will not for a long time succeed in offsetting the accumulated damage occasioned by the long idleness of the shopmen. Thus there is every prospect of as serious a transportation shortage this fall as the country has ever known. Prospects of the lifting of present embargoes and priority orders are vague. Food and fuel will for some time continue to take precedence over hardwoods, and thus the movement of hardwood lumber and other forest products must inevitably combat a serious handicap throughout the fall months.

The plain moral of this is that the consumers of hardwood lumber should look sharply to their requirements for the next few months. The hand-to-mouth buying policy, which has been the prevailing one since our prosperity bubble burst in 1920, will involve very serious risks during this period of transportation shortage. But

buyers are already giving plenty of evidence that they realize the danger of too brief a coverage at this time. Some buyers have been hard pressed during the last few weeks and this has occasioned a great deal of "spot" car buying, buyers eagerly snapping up offerings of transit shipments that had reached their localities or were well on the way to do so. This pick-up buying will continue to offer some measure of relief in emergencies, but buyers must consider the placing of orders well in advance of their immediate requirements in order to build up a reserve of stocks that will give real protection.

The settlement of the shopmen's strike will have a decidedly tonic effect upon all business, and the powerful undercurrent of returning prosperity, which even the prolonged strikes have not succeeded in turning back, will gather momentum. There are other assurances of a general prosperity, or at least a healthful business situation, in the autumn. These assurances include a bumper corn crop, in excess of 3,000,000,000 bushels for the fourth time in the history of the country; a total grain yield above the average of the record production of the war years; a record hay crop; a white potato crop but 2,000,000 bushels under the best on record; a sweet potato yield never before exceeded; a tobacco crop nearly on a parity with the three big years of 1918 to 1920 inclusive; the twelfth 200,000,000 bushel apple crop in thirty-four years; a peach crop nearly equal to the record yield of 1914. There is also a promising cotton crop, all of which means a substantial increase in the basic wealth of the country and the buying power of the farmers. There may be added to this, too, an improving European market. These circumstances are bound to be reflected in increased demand for hardwoods and a further firming and advance of prices.

One unfavorable feature of the outlook, however, is the decided slump in building, brought about by the strikes. It is possible that some of the loss which July statistics show may be recovered with the settlement of the strikes, but the trend of prosperity has been greatly damaged. Nevertheless, this building slump, in so far as hardwoods are concerned, will be offset in some measure by a lessening of the usual fall slump in automobile manufacturing activities, due to the increased demand for both passenger cars and trucks resulting from the shortage of rail transport. Another circumstance specifically favorable to good hardwood lumber demand this fall is the marked recovery which has been underway in the box making industry for the past few months. The box makers of the Middle West and South are busier than they have been for two years and are optimistic of a continuation of this good business

throughout the autumn. As a consequence of the return of the box plants to substantial activities there is a heavier movement of low grade hardwoods than at any time since depression set in. This movement is especially helpful, as the large surplus of low grade lumber has been a heavy burden to both northern and southern hardwood operators. It is believed that the fall will also bring an increase in the activities of the furniture and piano factories and the railroads are expected to do considerable buying. In short, all signs point to a good all around demand for hardwood lumber and veneers during the next few months, with only a normal surplus of stocks at the mills, in fact, a shortage in certain upper grade items, notably in birch, FAS and No. 1 common. Prices, therefore, are certain to remain firm and may advance considerably. The scarcity occasioned during the last few weeks by the transportation situation has already brought about a firming of prices and an upward tendency. With continued transportation shortage and demand expanding, this condition is likely to be sustained for some time.

Give Us Federal Industrial Courts with Teeth

THE RAILROAD SHOPMEN'S imbroglio and the coal miners' strike, in the former of which the Government has played a particularly impotent role, constrains us to wonder how much longer the American people must endure such tragic follies. We were gratified to see that in his appeal to Congress the President declared that the "decisions of the board (the Railway Labor Board) must be made enforceable and effective against carriers and employes alike." But he did not recommend that an attempt be made to do this at once, because the acuteness of the present emergency would not permit the dispassionate, exhaustive deliberation which should properly be given to a matter so far reaching and revolutionary in its effect. He told the Congress that he would invoke the existing civil and criminal statutes to meet the emergency, depending upon Congress to formulate the needed permanent remedies for recurrent anarchy in the railroad industry.

Federal Industrial Courts, with power to enforce their decisions, must be set up, if we are to have industrial peace and the country is to be spared, with increasing frequency, the recurrence of such disasters as the shopmen's and miners' strikes. We have had enough of these industrial wars, and it is time that the Government rendered them unnecessary and unlawful by providing the proper machinery for the settlement of disputes by the orderly processes of law.

The factions that have engaged in these disputes, settling them by violence, are not free agents, privileged to do as they damned please (as they have been doing), but servants of the people. As such they must be treated. We do not propose that labor shall be enslaved. We want labor to remain free and prosperous, but we do want to see the power of labor, and of capital, too, restrained within proper bounds and made subservient to the public welfare, as it should be. Therefore, the Government should no longer permit industrial factions to fight out their private quarrels to the detriment of the public. We can not legislate away the conflicting interests and desires of capital and labor—make the Lion and the Lamb lie down together. But we can provide for the reconcil-

ment of these conflicting desires and interests without disrupting the peace of the nation. The strike and the lockout must be outlawed. The Government must provide that when the employes of an essential industry, such as the railways and coal mines, quit en masse, they must not thereafter interfere in any way with employment of men to take their places, nor with any of the other measures necessary to keep the industry which they have deserted functioning. Nor must the men who thus quit be able to return to their former employment except as new workmen in new jobs. It should be provided that when one of its industrial courts has handed down a decision the Government can say: "This is the law, break it, and you provoke the full might of the Government to punish you as a lawbreaker." Ample provision must be made for review and appeal, but when the final decision has been handed down, the Government must be prepared to enforce that decision to the limit of its power. During the period of review and appeal there must be no interruption of industry. All of this should apply with equal force to employers and men.

Under such a system of enforceable adjudication we would not be treated to the painful spectacle of a Government board being flouted, and issuing impotent ukases; of our President, timidly stumbling and groping about for some suggestion of compromise, so fearfully and wonderfully constructed as to meet the endorsement of selfish factions with interests diametrically opposed. We would see, instead, a court sure of itself and able to make its power felt, and a President knowing just what he should do to enforce the law. Under such a system the shopmen's strike would never have occurred, for the decision of the Railroad Labor Board would have been respected.

We cannot go on in the way we have been going. Is it not a sad commentary upon our boasted civilization and our boasted democracy, to see industrial factions in open warfare over adjudicable questions, and the Government impotent to stop them, while the people suffer vast loss, inconvenience and danger, while the heroic struggle to recover prosperity is estopped, while murder and sabotage and all kinds of terrorism go unpunished and unchecked, and national disaster threatens? All this is incompatible with civilization and good government—and it is unnecessary. To abolish such barbarism forever, all that is needed is for our Federal law-makers to forget the elections, to consider themselves for a time responsible statesmen and patriots, and not politicians seeking perpetuation in office. We would have had the necessary preventatives long ago if there had been less fear and more courage in Washington—more of the kind of courage exemplified by Governor Allen in Kansas.

At present we are surely drifting toward a dictatorship of the proletariat, or a dictatorship of organized labor, which is the same thing. We will come to it sooner than we think if the Government does not undertake its very plain duty to outlaw the settlement of industrial differences by violence. These frequent industrial wars are eating away the very foundations of our Government; reverence for Government, respect for law and order are deteriorating swiftly. The spectacle of a Government impotent to protect its people from injustice and disaster, of feebleness such as has been displayed in Washington during the miners' and shopmen's strikes, is hastening immeasurably the debacle.

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Hardwood Traffic Victories Reviewed

Southern Hardwood Traffic Association at Semi-Annual Meeting Promises Support to Railroads in Finish Fight with Shopmen

Outstanding features of the special membership meeting of the Southern Hardwood Traffic Association, held at Memphis, August 9, aside from the adoption of resolutions against restoration of seniority rights of the striking shop crafts and the decision to appoint a committee of twelve to fifteen heads of representative firms to go to Washington whenever necessary to assist the industry in its efforts to secure its full share of the available supply of cars under present and prospective strained transportation conditions, as reported in a special telegram to the **HARDWOOD RECORD**, were the report of J. H. Townshend, secretary-manager, covering the activities and accomplishments of this organization during the past seven months; the outline of strike conditions and the transportation outlook by J. V. Norman, general counsel, and Frank Carnahan, eastern manager, with headquarters at Washington; and the decision to issue tariffs showing rates on hardwood lumber and forest products from all member-producing points to all destinations in the United States and Canada as soon as 400 subscriptions have been received from members on the basis of \$40 per annum. These tariffs are to be issued in loose-leaf form and are to be corrected so as to keep them up to date. It is estimated that they will cost about \$25,000. They are to be available to non-members on a basis of \$100 rental per annum.

Association Is Indispensable

J. F. McSweyn, vice-president, who occupied the chair in the absence of President S. M. Nickey, declared that the Southern Hardwood Traffic Association is "Indispensable to the hardwood industry" and that it stands as high as, or higher than, any other traffic organization in the country with the railroads because of its fairness and justice to the carriers, notwithstanding the fact that it has found it necessary on more than one occasion to fight for its rights against them. He attributed the splendid success of the association primarily to the energy, efficiency and resourcefulness of J. H. Townshend, secretary-manager, but he did not fail to mention the fact that the officials of this organization do not hesitate to line up behind him, somewhat after the manner of football players, whenever there is any problem that needs immediate attention.

Notable Victory Won

Secretary Townshend, in his report, declared that the victory of the association in the Hardwood Rate case was the most important ever won by this organization because it gave shippers of hardwood lumber from a big portion of the producing territory a reduction of 3 cents per hundred pounds long before the general reduction ordered by the interstate commerce commission, effective July 1, 1922, because it

saves them about \$500,000 and because it was a big factor in paving the way for the general reductions which became effective later.

He also indicated that extensions in rough material tariff time limits had saved members of the association "hundreds of thousands of dollars."

Referring to rate reductions, Mr. Townshend showed that the association had been able to secure a reduction of three to ten cents per hundred pounds from points in the Southwest to upper Ohio river crossings on hardwood lumber and forest products and that it had secured a reduction of 12 cents per hundred pounds on the same commodities moving over the Chesapeake & Ohio, Norfolk & Western, Virginian and other roads via Virginia ports for export.

Current Traffic Problems

Among the more important traffic matters now being handled by the association, he mentioned the effort to secure rates on hardwood lumber and forest products from southwestern points to Carolina destinations 2 cents higher than those in effect from points east of the Mississippi, and the negotiations with the carriers looking to the establishment of "double net rates" in the Southwest. He indicated probable success in both instances. Southwestern carriers, he pointed out, are contending that their tariffs provide for only one net rate but the association is emphasizing that, under this condition, lumber moving from the mills to box, furniture and other fabricating plants must carry local rates, thus restricting the outlets of the manufacturers of this commodity and at the same time limiting the sources of supply for the fabricating plants.

He also reported about 100 miscellaneous rate reductions and adjustments secured during the past seven months in behalf of individual firms and groups of firms in all parts of the hardwood producing area.

Had Humble Beginning

Mr. Townshend pointed out that the association began ten years ago with a membership of 27 and a doubtful income of \$300 a month and that, with two exceptions, all of the original members are still identified with the association unless they have gone out of business.

The membership committee, in its report, showed that it had secured eighty-eight applications since January 1 and indicated that it would secure a total of 175 during the year. The committee stated that resignations have been small and that few firms who have ever received the benefits of identity with this organization have ever severed their connection therewith except for financial troubles. It further showed that, as a rule, when resignations are based on this con-



J. F. McSweyn, Vice-President, Who Presided



J. H. Townshend, Secretary-Manager

dition, those affected invariably ask for re-instatement as soon as they have recovered their financial equilibrium.

Norman Urges Finish Fight

J. V. Norman, general counsel, in urging the lumbermen to stand for a "finish-fight," however much it might hurt, told members of the association that they are facing the most acute car shortage in the history of the industry, whether the railway and coal strikes are settled now or whether they are still further prolonged. He said that such a transportation situation meant increased prices for lumber but that it also meant inability to get commodities to market, with the result that high prices would help little. "The shortage will be acute all winter," he said, "and will pinch hardest in September and October. He urged personal representation at Washington on the part of heads of firms identified with the association as the best means of securing the industry's share of available equipment.

Mr. Carnahan indicated that the railroads in the East have won the shopmen's strike and that substantial progress in the same direction is being made in other sections of the country. He said that less headway had been made in the South and Southwest than in any other grand divisions. This he attributed to lack of man power on the railroads, which is now being partially relieved, and failure of the interstate commerce commission to set up any machinery for the interchange of empties. In this connection, he said that it would be impossible, because of congestion of traffic and bad condition of the Louisville & Nashville, Norfolk & Western, Southern Railway and some other lines, to secure empty cars via Potomac yards and Cincinnati but he suggested that thousands of cars might be secured through the St. Louis gateway for use in

the territory on each side of the Mississippi.

Priority Orders to Stand Long

Mr. Carnahan gave the reasons for the priority orders of the interstate commerce commission and indicated that these would probably remain in effect for an indefinite period, even if the coal and railway strikes should be settled at once. He showed that production of coal is now running, on the basis of about 3,700,000 tons per week, that about two-thirds of this is required by the railroads and one-sixth by the public utilities, leaving only one-sixth for all other purposes.

He cited figures showing heavy increase in car loading of all commodities with the exception of coal as belying claims of striking shopmen that the transportation system of the country had broken down. He pointed out that loadings during the week ending July 22 reached 861,124 cars and that if the deficit in loading of coal, amounting to approximately 120,000 cars were added, the total would be greater than 1,000,000, a figure reached only twice in the history of this country.

He declared that the car shortage so long predicted had actually arrived and that it would become very acute in a short time owing to the rapid increase in car loadings and owing to the rapid absorption of the surplus equipment. He said that one member of the interstate commerce commission is predicting the most severe shortage in the history of the country and that it is up to shippers of lumber to secure their share of cars not assigned to preferential commodities. His recommendation was that the personal equation be used to its fullest extent as the best means of protecting the interests of members of the hardwood lumber industry.

Hardwood Movement Cut 25 Per Cent

Here is the latest analysis of the transportation situation as affecting the hardwood lumber industry as outlined by J. H. Townsend, secretary-manager of the Southern Hardwood Traffic Association:

Embargoes on outbound shipments of hardwood lumber and forest products are in effect on the following railroad systems: Louisville & Nashville, Chesapeake & Ohio, Carolina, Clinchfield & Ohio, Frisco east from Memphis, Southern Railway and Mobile & Ohio.

The provision for cancelling routing and using open routes is being taken advantage of in the movement of hardwood lumber and forest products originating on the Louisville & Nashville, the Mobile & Ohio and other roads which have embargoes on north and east bound movements. This is helping the situation to some extent although it necessitates long hauls in some instances.

Southwestern or west-side lines, which are not embargoed and which are not under the priority orders of the commission, are giving very poor service in almost every instance. They appear to be short on cars as well as on motive power.

Curtailment of the movement of hardwood logs and lumber is approximately 25 per cent as compared with the quantity offered for loading. The movement of hardwood lumber and forest products is very little short now of what it was in July, but this is due to the fact that business itself is substantially heavier than at that time. If there were enough cars to move all logs and all lumber promptly the volume of shipments would show an increase of 25 per cent above the average actually being maintained.

Present indications are that the railway and coal strikes will be definitely settled this (week ending August 26) week. But, even if they are, there will be little relief for the hardwood industry from the growing car shortage. There is a probability that there will be some increase in flat cars for handling logs to the mills but very

little increase is indicated in the number of box cars that will be available for handling outbound shipments. This is due to the fact that box cars are now being diverted in large numbers to the grain belt, that the rice and sugar movements are close at hand and that the movement of cotton will shortly assume large proportions as the new crop begins to move to market. It is also emphasized that the enormous amount of bad-order equipment will tend to prevent settlement of the strike from being reflected in the lumber industry and in other industries where traffic does not occupy a preferential position.

The real pinch of car shortage and transportation difficulties is likely to come during the months of September and October and it will be distinctly worse than at present if the railway and coal strikes are not settled as now promised.

Institute Headquarters Established in Chicago

The Hardwood Manufacturers' Institute established its national headquarters in Chicago on Monday, August 21, discontinuing the office at Memphis, Tenn. The headquarters offices are at 1020 South Wabash avenue.

The opening of the headquarters of the Institute in Chicago was determined upon at the meeting in Louisville, Ky., at which the organization was launched, as the leaders desired from the very start to establish the headquarters in a central position, so as to give a practical demonstration of the national scope of the Institute. Through location of the Institute headquarters in Chicago it will be nearly equally accessible to the members of all sections of the country, and national, as opposed to any narrower regional, interests will be more readily served. The offices at Memphis were from the first only temporary and were abandoned as soon as space could be secured in Chicago.

National Aims of Institute Emphasized

Officials Speaking at Regional Meeting in Memphis Point Out Advantages to Hardwood Manufacturers of National Organization

The Hardwood Manufacturers' Institute not only proposes to render the most efficient service possible to hardwood manufacturers, consumers and the general public, but it also proposes to do this in a national way, thus giving a very broad scope to the activities of this organization.

This was made plain at a regional meeting held at Memphis August 9 and attended by approximately 75 hardwood producers from the southwestern and central producing territory. C. H. Sherrill, president; J. H. Kirby, newly-elected director, and B. F. Dulweber, chairman of the inspection rules committee, emphasized the national aims and aspirations of the institute and Mr. Kirby, in his address, said that he desired to send a message to hardwood manufacturers in all parts of the United States to join the organization and help to develop the very fertile field that lies immediately ahead of it.

This was the first of a series of similar meetings to be held to acquaint hardwood producers with the objects and purpose of the institute and to let them know what is being accomplished. President Sherrill announced during the day that meetings would be held later in the Southwest, in the Appalachian territory, and in the East. "The plans of the institute are national in scope," he said, "and we are going to place ourselves in position to respond to Secretary Hoover as a unit when he desires any information or data regarding the hardwood industry."

Sherrill Presents Executives

President Sherrill presented John M. Pritchard, secretary-manager; S. F. D. McElroy and C. E. Van Camp, assistant secretaries; and F. F. Murray, technical engineer, to the members and outlined briefly the duties of each of these gentlemen. They in turn pledged their best efforts to discharge the duties assigned to them.

Mr. Sherrill spoke of the dissatisfaction with existing grading rules on the part of consumers and expressed the hope that there would be some step to revise the rules so as to meet, as far as possible, the needs of consuming interests, and also so as to conserve a great national resource. He presented letters from representative organizations of consumers indicating changes in grading rules desired.

He pointed out that 61 per cent of the standing hardwood timber of the country is in the South and declared that it is up to the owners to get into the fight and put before the people in proper form the uses to which hardwood lumber is adapted. He said that there is a far greater use for hardwood lumber than is now being experienced and suggested that this fact rendered trade extension work imperative. He also advanced the idea that cutting low grade hardwoods into dimension stock in sizes desired by consumers would go a long way toward helping to expand the use of this class of material and he made a brilliant plea for standardization as a means of accomplishing the same end.

Mr. Sherrill also announced that no statistics of the industry would be compiled until the forms which are to be sent to manufacturers when seeking data have been approved by the proper authorities at Washington. These are now before them for consideration and he indicated that, if they were approved, it would be a big help to the industry.

Decries Runaway Market

President Sherrill suggested that the railway strike and the resultant car shortage are likely to lead to "selfishness and higher prices." He thought No. 1 common and better high enough and emphasized that hardwood manufacturers could render a distinct service to the public if they prevented a "runaway" market. In this connection, he read a letter from Franklin D. Roosevelt, prominently identified with the building industry, urging co-operation on the part of hardwood manufacturers in stabilization of prices.

In conclusion, Mr. Sherrill urged that members of the institute read

the lumber trade journals and other trade publications, which are discussing standardization and other up-to-date topics, as a means of getting the views of these on subjects of vital interest to the industry.

E. B. Norman, second vice-president of the institute, said that this organization could furnish a home for manufacturers of hardwood lumber and afford them ample opportunity to discuss their own peculiar problems and find a solution thereof. He regretted that hardwood manufacturers had made such small progress in technical research and in improving processes of production and distribution and he thought that they should be active in overcoming this handicap. He believed that there should be "more clear and more severe lines of demarcation between manufacturers, consumers and the public, on the one hand, whose interests are common, and those intervening interests, on the other, whose plans are not the same and whose interests may be conflicting." He thought that manufacturers had been yielding too much to these intervening interests and that the success of the manufacturers of hardwood lumber in solving their pressing problems and in advancing the interests of the industry was inextricably bound up in the Hardwood Manufacturers' Institute. He gave the following outline of what is required in order to insure the success so devoutly desired:

We must have an intelligent set of rules, the integrity and practicability of which can be immediately recognized by the consuming public, and a practical method of applying these rules that will be open to all the world.

We must have a statistical bureau that will give to the public all the information that those of us within the business can procure, and it is to be hoped that the Department of Commerce will allow these statistics to be gathered and distributed so that they will be informative to the public and to ourselves. This is of special importance to the small producer down in the woods who does not now have the means to keep informed.

We must have a wide advertising campaign, intelligently telling to the public the truth about our business, and our problems.

We must have an engineering department, capable of working out the needs of the consumer, to the end that he may have better and cheaper lumber, if possible, for the purposes to which he is putting it.

We must secure the membership and the heartfelt loyalty of every producer of lumber.

We must make this Institute serve all these great purposes to which it is dedicated. Through our intelligence, efforts and loyalty, this will be accomplished in a great national way.

Higgins Discusses Export Possibilities

A. J. Higgins, Higgins Lumber & Export Company, New Orleans, told members of the Institute that American hardwood manufacturers could materially increase their sales in Europe if they would cater to foreign needs in the matter of sizes; if they would keep a continuous supply of lumber for shipment abroad even when it is not as profitable to sell in foreign as in the home markets; if they would devise a better classification so that foreign buyers would know just what they are ordering; if they would advertise, in an understandable way, just what they have to sell; and if they would ship exactly what they have sold. He strongly advised against "juggling of grades" and he thought that there should be some higher authority back of grades, classification, nomenclature, etc., than any single organization now in existence as a means of assuring foreign buyers that they will receive what they order. He did not believe that, in the present entanglements—financially, economically, industrially and politically—there would be much foreign business, but he emphasized that, when political and business stability return, the manufacturer who caters to the foreign trade and delivers what he sells will have little cause for complaint regarding the extent of his overseas business. He urged standardization as a factor in increasing foreign turn-over but he did not believe that this would help quite as much in the case of hardwoods as of southern pine.

The Value of Trade Associations

John H. Kirby, of Houston, Texas, speaking on "The Value of

Trade Associations to Those Engaged in Similar Pursuits," expressed regret that there was so little intercourse between different groups of manufacturers that each knew very little about the others. He declared that, although he had been engaged in the manufacture of pine for a number of years, he knew very little about the hardwood business or about those engaged in that branch of the lumber industry. He pointed out, however, that his company had bought considerable hardwood timber, chiefly gum, that it is getting into the hardwood end of the business, that he and his associates hope to learn the hardwood game and that they expect to profit by the experience of members of the Institute, as well as to do their part in advancing the interests of this organization and the industry which it represents.

He said he felt that the Institute is going to occupy a very high place in public confidence and esteem and that it will assist in the material development of the South and the country as a whole. He did not believe it would fail to do constructive work under such able leadership and he emphasized that, since 61 per cent of the standing timber in the country is located in the South, it is up to owners to take hold of the Institute for their own profit and for the advancement of the country. He asserted that money making is not all of life and that, while the manufacturer is entitled to a fair return on his investment for himself and while those who work for him should receive profitable wages, there should be due consideration for the consumer and for the public.

Must Unite to Solve Problems

Mr. Kirby did not believe that any single manufacturer could work out his problems by himself. His predecessors, he said, had tried to do this and failed. He characterized the present as an "age of association, of co-operative activities in the interest of all," and declared that is the reason he welcomes the Institute and why he desires to do his part. He said that he had not always been an association man, and that he thought, in the old days, that he had good reason for remaining aloof, but he added that he now knows what associations are doing for themselves and for the public, and that he is confident that the Hardwood Manufacturers' Institute can perform a wonderful service for the industry and for the public.

"In order to do this," he continued, "all must come in. Its activities relate to production and distribution. There are no price or other agreements, and no trade secrets are revealed. There are no criminals among the lumbermen that I know. We will always obey the law if they will only tell us what the law is.

No right-minded man wants you to walk in the sun and hold an umbrella over him. But that is what happens when you gather statistics and perform other service which enables you to conduct your business intelligently and thus help those who are not helping you. All should come in and do their part.

It is well for lumbermen to come together in regional or larger meetings, not necessarily to discuss boards but to discuss public questions and public welfare as a unit. The tendency is toward federalization. There is even a bureau for negro economics, whatever that may mean. The present administration is trying to take the hand of the government out of business. We do not want any government bureau handling lumber activities which we can handle ourselves. I am old-fashioned enough to believe that all the rights of the States not specifically delegated to the federal government belong to the former and also that the law of common sense should prevail. We ought to discuss all public questions and all public policies.

If we can get the hardwood manufacturers into the Institute, it will not only put money in their pockets but happiness in their hearts because they will have the consciousness of rendering a real service. I would like to send a message to all hardwood manufacturers to come into the Institute and help it to develop the very fertile field which lies immediately ahead of it. Let us as individuals bring in as many members as possible. Regional meetings like this will help.

J. W. Link, of the Kirby organization, indicated that there had been a decided change in his views regarding the value of hardwood timber. He pointed out that it was impossible a few years ago to sell a railroad any other kind of tie except pine and that a gum tie was virtually unsalable. Now, he said, railroads are in some instances pronouncing gum ties as superior to pine and other kinds, thus greatly broadening the market for this character of timber.

President Sherrill announced, at this juncture, that Mr. Kirby is now a member of the board of directors, thus making his advice available to the Institute at all times.

B. F. Dulweber, chairman of the inspection rules committee, said

that he and his associates, in reconstructing grades of hardwood lumber so as to more nearly meet the needs of consumers, as authorized at the Louisville meeting, are proceeding on the theory that grading is a mutual problem of the manufacturer and the consumer and that the former must, as far as possible, meet the needs of the latter with the timber now available. He suggested that consumers were somewhat skeptical as to this consideration of their interest for the reason that no such attention had ever been bestowed upon them. He indicated, however, that headway is being made and he predicted that all of the consumers would be heartily co-operating with the manufacturers in the next six months.

Mr. Dulweber said that two objections had been encountered: (1) That the grading rules had been in effect for about twenty-five years, with comparatively little change; and (2) that the reconstruction of grades—which he said would not be undertaken until adequate surveys had been made—would result in confusion among inspectors and the trade generally. He dismissed the first by saying that where there was no change there was neither growth nor progress. As to the second, he declared that the changes would be in the direction of simplification and that, instead of resulting in confusion, they would make the work of the inspectors very much easier and at the same time increase their efficiency 100 per cent in a very short time.

He also advanced the thought that reconstruction of the grading rules would better distribute demand for hardwood lumber as between the higher and lower grades, a development which would be of very great value under the present rapidly decreasing percentage of firsts and seconds secured from timber now available. He said that, under present rules, consumers are forced to buy principally "clear" lumber which necessitated an undue portion of No. 1 common and better.

Cypress Negotiations Under Way

The committee, Mr. Dulweber said, is negotiating with the Southern Cypress Association as to satisfactory grading rules for cypress. He said that the institute had not accepted the grading rules of this organization, primarily because members of the institute do not have as much planing mill machinery as those of the association and because the character of stock produced by the two groups is not the same. He reported that he had drawn up tentative suggestions regarding cypress rules which would be submitted to the association when approved by his associates.

The inspection department, he announced, is functioning splendidly and is now furnishing original inspection and re-inspection wherever and whenever desired. He indicated a large increase in demand therefor but said that increase in the number of inspectors had put the institute in position to render prompt and efficient service.

In conclusion he made a strong appeal for the support of every manufacturer and added that, if this were forthcoming, the institute would "soon be an organization national in scope."

"I hope that many manufacturers here who have not joined are convinced, by what has taken place here this afternoon, that they should join at once," said Fred K. Conn, chairman of the membership committee. "If you are ready, sign the membership card. If you are not ready, any one of us will be glad to answer any questions or furnish any information desired regarding the objects and purposes of the institute and what it is doing to accomplish these. Don't wait. We are going over big because the hardwood manufacturers need a strong organization."

His appeal did not fall on deaf ears, as indicated by the fact that the following members attached their signatures during the afternoon:

Marathon Lumber Co., Laurel, Miss.
Rooks & Gholson, Gates, Tenn.
Peavy-Byrnes Lumber Co., Shreveport, La.
Taylor Brothers, Lunsford, Ark.
E. Sondheimer Co., Memphis, Tenn.
Rush Lumber Co., Memphis, Tenn.
Anderson-Tully Co., Memphis, Tenn.
South Texas Hardwood Co., Houston, Texas.
Bayland Sawmill Co., Bayland, Miss.
W. G. Gooch Lumber Co., Canton, Miss.
Marks Bros. Lumber Co., Money, Miss.

This brings the total enrollment to 164 compared with 77 at the organization meeting at Louisville June 15-16.

The Hoover Idea

Telling the national lumber standardization conference recently held by the directors of the National Lumber Manufacturers Association at Portland, Oregon, that simplified practice throughout the lumber manufacturing and using industries could save a billion dollars a year W. A. Durgin, special assistant to Secretary of Commerce Hoover made what is perhaps the best presentation that has yet been offered of the Hoover program for the elimination of waste in industry.

According to Mr. Durgin a chief source of industrial waste is "the universal prevalence of enormously excessive varieties of goods." He cited a number of striking illustrations. There are 1,000,000 varieties of sizes, styles, and kinds of shoes made in the United States;

6,964 of axes; 7,362 of fire-arm cartridges; 289 of American flags. The waste in six leading industries was placed at 40 per cent.

As the only one of the great basic industries and the giant of the 87 industrial groups that are now trying to effect economies in accordance with the Hoover conception the lumber industry, as represented by the National Lumber Manufacturers' Association, deems it a public service to offer the text of Mr. Durgin's address. He is a Chicago business executive who has temporarily given up his private concerns in order to assist Mr. Hoover for a time, in the stupendous simplification problem, and in that capacity is acting as chief of the division of simplified practice of the Department of Commerce. Mr. Durgin's address follows:

Secretary Hoover has expressed the purpose of the Department of Commerce in these words: "The end that we seek is the end of all Government and that is to improve the daily living of our people. It is the desire of the Department to co-operate with you in your attempts to solve your problems."

This statement was made at the beginning of Hoover's administration and the experience of the past year and a half has surely gone far to prove the genuineness of the Department's desire to serve and the capacity of the Department for service, if any such proof were needed. But despite this record, it is perhaps inevitable that even Department of Commerce men should be regarded at times with suspicion. We Americans have had such an extreme over-dose of the investigator, the Government expert and the Government tax collector that many badgered business men insist that until he proves himself innocent, any Federal agent is to be held a compound of all three—a combined investigator, expert and tax collector.

Gentlemen, for myself and the men of the Department of Commerce, I plead 'not guilty.' The sole interest of our Department in these lumber questions now being so widely considered throughout the lumber field is to help discover the best thought and practice you have yet developed and to aid you in making that thought and practice effective for the betterment of producers, distributors and users of lumber (which three groups, I take it, comprehend just about the total citizenry of these United States.)

After all, this is no new conception of the function of National Departments. Isn't it rather a direct return to the original conception of Democracy? Isn't it, indeed, the exact intention of the founders of this nation?

A hundred and twenty years ago, with the restricted territory and the comparatively simple interests of the thirteen original states, the easiest way to make our best thought and practice effective was to send the leading thinkers as Federal officers to the National Capitol. Alas! We have long since given up that practice. These early leaders could comprehend our entire social and industrial structure in their own personal knowledge and generally developed the best thought and practice in their own minds. So perhaps, was born the insidious assumption that the function of government is to originate rather than to discover the best thought and to impose, rather than to help make effective the best practice.

Initiative Has Passed to Industry

With such assumption, our department has no sympathy. Its danger and absurdity are only too apparent in our present maze of restrictive legislation. In the last one hundred years, and particularly in the last four decades of that century, the complexity of our industry and business has so increased that few men can be expert in more than one field—none in more than three—while any given industry has from a hundred to a thousand experts to every one in Government service. The day of Federal omniscience is long past. If we of the Department of Commerce are to serve, we cannot originate,

we cannot pose or impose as technical experts. Our service must be through support of the real experts of business and industry, through co-ordination of advance in all lines, through publication of the best thought and practice as it is developed, through emphasis of the national viewpoint when local or sectional enthusiasm tend to retard the larger betterment, through inspiration of industries and business to that wise self government which alone can preserve our nation.

Many of you will remember Secretary Hoover's first approach to his new work. It was in the form of a direct question to business and industry "What can the Department of Commerce do to help you? Come to Washington and tell us about the things you need most." That some help was needed was, and still is, evident to all of us.

With European workmen eager to accept any wage which will provide the barest necessities of food and shelter for their families; with European Governments subsidizing industry; with the keenest European commercial leaders directing the occupation of world markets, we are threatened with invasions from which, as Hoover says, "No tariffs, no embargoes, no navies, no armies can ever defend us." No! gentlemen, industrial invasion requires industrial defense and the tremendous hazards from without imposed upon us by the World War can only be met by a thorough modernizing of our industrial fighting equipment. And the hazards from within? Alas! These are still more pressing and demand more insistently the same modernizing of our industrial fighting equipment, if we are to survive. True, as Hoover says, "We are more disturbed than injured." But the disturbance seems to grow and resistance to deflation to strengthen.

Competition Demands Lower Costs

While raw materials are near the pre-war levels, finished products are some hundred and fifty percent above those levels. In this enormously increased spread, the principal items, such as wages, freights, rents and taxes are the very ones which so vigorously resist reduction. To meet both foreign and domestic hazards, we must have reduced costs—we must have reduced prices, but there is little hope in the apostles of return-to-former-levels.

It is in this most serious situation that the Department of Commerce hopes to be of vital assistance. Responding to Secretary Hoover's question "What can the Department do to help?" many business leaders have urged the great promise of material reduction of costs all along the line through waste elimination, and the elimination they have in view is quite a different thing from the "conservation" you lumbermen have heard very possibly "ad nauseam." It happens that this subject of waste has long been a primary interest to Hoover. Some two years ago when he was President of the Federated American Engineering Societies, the organization undertook a careful survey of the wastes in six major industries—boots and shoes, clothing, textiles, printing, metal trade and building construction. The results are published by the McGraw-Hill Book Company in *Waste in Industry* and would well repay your detailed reading, but the outstand-

ing fact for the moment is, this report shows that on the average, these six industries are being operated with a waste of 40 per cent. Forty per cent of the capital, material, labor, mental effort just thrown away with nothing to show for it! Of course, it's an engineer's report and some of you may want to discount the technical man's findings, but surely you'll admit these engineers are at least half right and that would mean a waste of 20 per cent—\$1.00 out of every \$5.00 destroyed. Assuming that something similar applies in your special field, this means an absolute waste of at least \$1,000,000,000.00 and very probably much more in lumber last year. At least a half billion dollars wasted already this year, even allowing for decreased production!

Those of you who lack interest in conservation because of its futurity will possibly find a billion-dollar annual loss of sufficient immediateness to be worthy of attention.

Of course, the factors in such total wastes are various. Some, indeed, are peculiar to particular industries and it would require many men many hours adequately to present them all. One source of waste, however, is found in every industry and is everywhere of major importance. This is lack of standardization or, stated positively, the universal prevalence of enormously excessive varieties.

The "Cult Diversification"

I wonder if you realize how far this cult diversification has gone—the cult whose creed seems to be "give the buyer what he wants"—"change the style every three months"—"save the freight through under-size"—"alter the dimensions, but don't improve the product."

As an example, take shot-gun shells—consider the variations in calibre and all the variations in powder and shot—make a special shell for every birdie and beastie native to our land and then a special one to name for each mighty hunter—and you picture a considerable variety—but I hardly think you will reach the truth. Some six months ago the National Hardware Association found that there were being merchandized in this land of the free initiative 7,362 varieties of shells.

As a further example, in American flags there are twelve standard sizes worked out by Government Departments. Analyzing a catalog of a large flag manufacturer the other day, we found 289 varieties, not one agreeing with any of the twelve standards.

An ax manufacturer carries through all his card records, his shop accounts, his salesmen's equipment and every detail of his business, varieties, sizes, brands and finishes, presenting axes to the careful buyer in the number of 6,964.

In boots and shoes, though the survey figures are not yet available, the best authorities agree that the kinds, styles and sizes now offered the discriminating man, and more particularly the discriminating damsel, runs well over a million.

Compared with such totals, you may feel that lumber is beyond criticism in its simplicity, but if you will extend lumber to its applications, you too, may be in the million variety class. The combined efforts of state and municipal engineers have succeeded in developing 260 different building codes. The sizes of sash and doors are probably well into the thousands and in furniture varieties have run riot. Even for a tree you gentlemen have, I understand, thirty odd names for the same old pine and at least fifteen sets of dimensions for a 2 x 4, while when it comes to the grade of a board, you all agree at least, that opinions differ.

This wild orgy of diversifications thus has its humorous side, but more important, it is a very real and widely spread source of enormous waste and with the concurrence of leaders in many instances, Secretary Hoover has established our Division of Simplified Practice to aid any group requesting its service in the simplification of product, of process or of management.

Advantages of Simplification

Simplified practice in any field, will, we believe, secure some, or all, of the following advantages; it will decrease production costs, stocks, selling expense, misunderstandings and all costs to the user; simultaneously, Simplified Practice will increase turn-over, stability of employment, promptness of delivery, foreign commerce, quality of product and sweetest of all, profit to producer, distributor and user.

In lumber, we feel certain that the standardizations and simplifications you have under consideration will secure these advantages, and in addition, so elevate you in public confidence as to remove any present criticisms and firmly establish you on the highest ethical plane.

The Department of Commerce stands ready to serve you as it is beginning to serve some ninety other businesses, as it hopes to serve all industry and business. Our service consists not at all in working out the standards or simplifications for you, or even in suggesting what these shall be. Neither can we function in rendering decisions. Rather our service is to help you bring together all groups; to give you, as far as possible, the National and International viewpoint; to keep you informed of related work in other industries and, especially, to give your findings the full support of the Department by publication when, through mutual consent, producers, distributors and users of lumber shall have arrived at substantial agreement on standards.

Working thus together we believe that this undertaking will result in large National benefit, and that means benefit to every interest, to producers just as much as to users—to distributors just as much as to either.

But beside these immediate benefits, and I believe in Secretary Hoover's mind, even more basically important, this working out of standards together will result in an integration of lumber groups, in a closer understanding of the position and possible service of lumber in our Nation which shall develop a true self-government of the lumber industry by the lumber industry. Yes, which shall go the whole way, if you please (since only in the prosperity of our great industries can our Nation prosper), which shall go the whole way and develop that government for the lumber industry, using such far vision and high principles in the development that restrictive legislation or other Government interference shall be shut without the bounds of possibility.

In the end, we of the Department of Commerce, shall gauge our service to you largely by the degree in which we have been able to aid in your permanent establishment of this far-sighted, Nationally conscious and conscientious self-government.

Strikes Cause Sharp Slump in Building Projects

Fear of car shortage for building materials, slow down and cost raising of production on account of coal scarcity have operated to lessen projected planning for construction activity.

It is unfortunate that the construction industry, which brings employment to about eleven million men, and which by its great activity so far this year in producing sorely needed shelter, has brought all business out of the doldrums and onto a firm solid basis, should have received such a body blow. But what otherwise could be expected as a result of a coal strike allowed to hang on and on throughout the spring and summer, and a rail strike which has added confusion to already confused rail conditions brought about by an eight-year period of insufficient buying of rolling stock to make up for ordinary depletion.

The official returns from 195 cities to The American Contractor show that during July 56,332 permits were issued whose valuation was \$212,314,292. Returns from the same number of cities for June gave a total estimated valuation of \$251,639,839; and from the same number of cities for May gave a total of \$247,192,158. Thus is shown a marked slump in July plans for building.

From tabulation of cities whose average monthly valuation has exceeded one million dollars, or whose July valuation is over one million dollars it is learned that New York City undergoes a big drop in expected valuation of projected activity, the valuation being \$58,217,171 in June and \$35,133,017 in July.

Chicago drops from \$26,576,850 to \$16,214,300. Chicago's May valuation was \$27,029,650. The end of building of speculative type is seen in these figures and industrial building has not come forward in sufficient volume to fill the gap.

Los Angeles, Detroit, San Francisco, Boston, Philadelphia, Milwaukee, Kansas City and Pittsburgh are among the cities showing slow down.

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HOLLY RIDGE LUMBER CO. Red Gum is produced from the choicest logs from our own stumpage.

Due to our modern Band Mills and our expert mill men, our lumber is manufactured perfectly.

Our experienced and efficient organization in yarding Red Gum has been a constant study with the Holly Ridge Lumber Co. We use nine sticks in stacking 16' lumber; 8 sticks for 14' and 7 sticks for 12', and, in addition, flue our lumber so as to permit the maximum passage of air.

We are confident we have achieved success in the manufacture and care of Gum and want to give you the opportunity of using our Red Gum so carefully prepared for your use.

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Institute Spokesman Approves Babbitt Article

Landon C. Bell, chairman of the Press and Publicity Committee of the Hardwood Manufacturers' Institute, in commenting upon the article by William A. Babbitt, secretary of the Association of Wood Using Industries and National Association of Wood Turners, entitled *Utility Standardization*, which appeared recently in *HARDWOOD RECORD*, said:

Mr. Babbitt has rendered a distinct service to the cause of standardization by emphasizing in the way he has that true standardization must result from consideration of facts from which may be formulated rules and definitions making for the "highest possible economic use of the whole of the forest harvest." This the Hardwood Manufacturers' Institute has always insisted upon. He justly and properly emphasizes the necessity of the consideration of the facts of utility.

Having gone so far as he has in the past in the consideration of this subject, as is well known to all who have followed his enlightening studies and contributions with particular reference to dimension stock and commodities used by the wood turning industry, he seems to have—and it is natural that he should have—but little patience with the vast amount of time consuming and largely purposeless discussion which has been indulged in at some of the meetings which have considered the standardization project. Much of such discussion, however, it seems is inevitable, and is the chaff which is to be found along with the grain, until the separating process is accomplished.

The non-partisan attitude of Mr. Babbitt will not be questioned, nor will his purpose to aid constructive accomplishment be misunderstood.

Thoroughness Will Prevail

Neither Mr. Babbitt nor anyone else need have any fear, such as his article indicates he may have, that the hardwood manufacturers are proposing to treat the subject of standardization in an inadequate, superficial and ineffective way.

It is an entirely erroneous view to take that the hardwood manufacturers believe that there can be any remedy for the situation by mere discussion and verbal statement or by mere change in the phraseology of definition. The hardwood manufacturers know too well the futility of any such treatment and that in the main the present unsatisfactory condition of grade rules has arisen in this way.

At the Louisville meeting in June the Hardwood Manufacturers' Institute went upon record unequivocally and unanimously as of the opinion that a revision, reformation and reformulation of the rules for the grading and inspection of hardwood lumber were necessary; that every grade of lumber should have for its purpose the answering of some particular consumption or fabrication requirement, a part of the resolution being as follows:

"Admittedly, hardwood lumber manufacturers would be unable at once to draft specifications that would properly conform with the principles herein set forth, on account of the vast number of different woods involved and the many different uses to which they are put. This is a problem that can only be worked out properly after thorough scientific research, and largely constitutes an engineering problem. It is recommended that a competent forestry products engineer be employed by this association to make an exhaustive study of this problem, taking up each wood separately and submitting at a later date suggestions for the proper construction of the grades, based on consumption requirements and in conformity with the manufacturing capabilities of the producer.

Must Have Consumers' Aid

"The hearty co-operation of the consumer is essential to the success of this plan and it is suggested that each national organization representing the various branches of consuming or fabricating industries using hardwoods employ competent engineers to consider the subject from their standpoint and to confer with the engineer of this institute relative to their particular needs, resulting, it is believed, in the eventual complete agreement between the producer and the consumer, and the elimination of much of the waste that now occurs in the utilization of hardwood lumber."

Furthermore, the Technical Committee which met at Madison and presented its report at Chicago, among other things in respect to hardwoods recommended:

"That a complete engineering survey be made to determine if grades cannot be constructed to more closely meet present consuming requirements."

The preliminaries of that survey are already under way, and all agencies representing consumers have been invited and the invitation given the widest publicity to appoint committees and utilize competent engineering service in order to make surveys of the needs of each and every consuming industry, so that when this is done the institute, representatives and these consumers' representatives may go into conference with a view to arriving at conclusions mutually satisfactory and advantageous.

Utility Must Govern

There must be the consideration of the utilization of the lumber because it would be absurd for the producers to attempt to standardize what consumers cannot use, and consumers cannot standardize what manufacturers cannot produce, and in order for the one to be commensurate with the other it must be the result of the joint or united judgment of the consumers and the producers. Therefore, the hardwood manufacturers

realize that a complete, scientific, detailed survey must be made of the consumption uses as well as of production possibilities.

The consumers and their needs are basic factors in the problem equally with the producers and their production possibilities. From these factors arise the vast engineering problems upon which the standardization proposals and conclusions must be met and decided. To endeavor to standardize grade definitions or grade specifications without adequate, sufficient and accurate basic information of this kind would be as futile as it would be illogical.

And it is entirely possible, and, indeed, we believe more than probable, that it will be more difficult and will certainly take longer to ascertain these basic facts of the consuming industry than it will for the producers of hardwood lumber to secure the comparable information respecting production possibilities.

It would be an exceedingly difficult undertaking for the hardwood manufacturers to secure this necessary information of consumption unless they have the full co-operation of the consuming industries. In fact, it would seem that the best way to go about it would be for the producers' representatives to meet with the consumers' representatives and agree upon the volume, form and detail of the information needed from the consumers, and then for the consumers to undertake themselves to secure, systematize, tabulate and formulate and supply that information.

Undoubtedly Mr. Babbitt sees clearly not only the character of the information that consumers should bring to the conference with producers of hardwood lumber in order for them jointly to determine what is soundly utilitarian and economic, but also will be able to make practical and constructive suggestions as to the best, quickest and most effective way for collecting and compiling, from the consumers' standpoint, the data upon which the utility consideration must be based and upon which wisely conceived standardization should be predicated.

To utilize the figure employed by Mr. Babbitt there need be no fear that the "old bridge" will be destroyed before another is ready for use. The institute has declared that present rules will be utilized until standardized rules, scientifically arrived at as a result of the consideration of the character indicated by producer, consumers and others having valuable knowledge of the subject, shall have been formulated and made ready for use. When ready they will be employed to the great advantage of production, consumption and conservation.

Lumber Exports Present Satisfactory Showing; Oak Shipments Large

The Lumber Division of the Department of Commerce reports that total exports of sawn lumber—boards, planks, and scantlings—for the month of June amounted to 152,000,000 feet as compared with 193,000,000 feet, which was the monthly average for the last pre-war year, 1913. This is a most satisfactory showing and should be encouraging to American lumber exporters. While the total exports of sawn lumber for the fiscal year ended June, 1922, amounted to 1,552,000,000 feet, nearly 300,000,000 feet in excess of the exports for the corresponding period in 1921, the declared value of \$52,677,000 was \$18,000,000 less, which probably about represents the general fall in lumber prices.

Hardwood shippers will be gratified at the showing made by oak and the continued improvement in oak lumber exports. The United Kingdom continues to rank first, over 42,000,000 feet having been shipped to that country during the 12 months ended with June, Canada ranking second, and Belgium and Argentina third and fourth.

During the first six months of 1922 exports of veneers and plywoods have totaled in value \$529,000, the declared value for June exports being slightly over \$100,000.

The outlook for the future export demand may be regarded on the whole as favorable, especially since the rate of exchange in some of the principal markets for American lumber has shown visible signs of improvement.

Increased building activities are reported in the United Kingdom, Belgium, France, Spain, China, and Australia, and in certain sections of South America. The competition from the lumber producing regions in Central Europe threatened for a time to encroach on the American trade in both hardwoods and softwoods, but this danger is now over to a great extent, as the inflated values in the Central European countries have offset the advantage which they had in the low rate of exchange.

No boom is anticipated in the lumber export business in this country for the next six months, but perhaps, after all, the gradual improvement in conditions during the past few months is the thing most to be desired; otherwise the experience of the last two years might be repeated.

ATKINS

SILVER STEEL SAWS

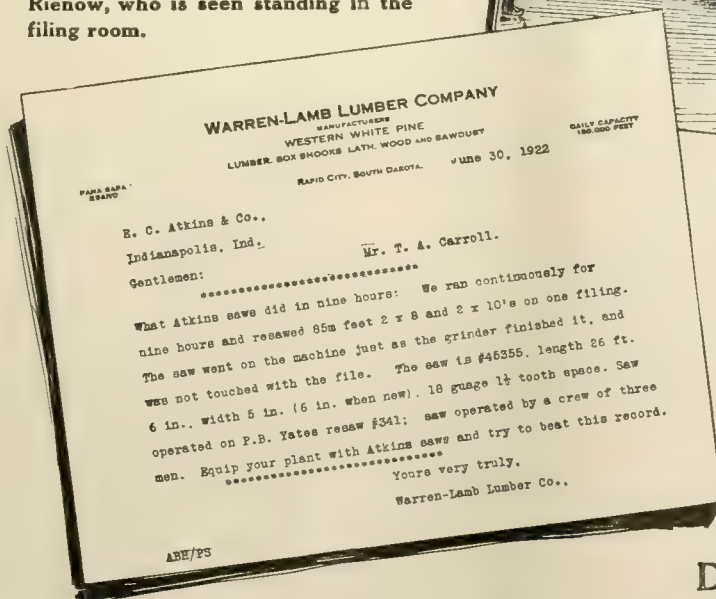
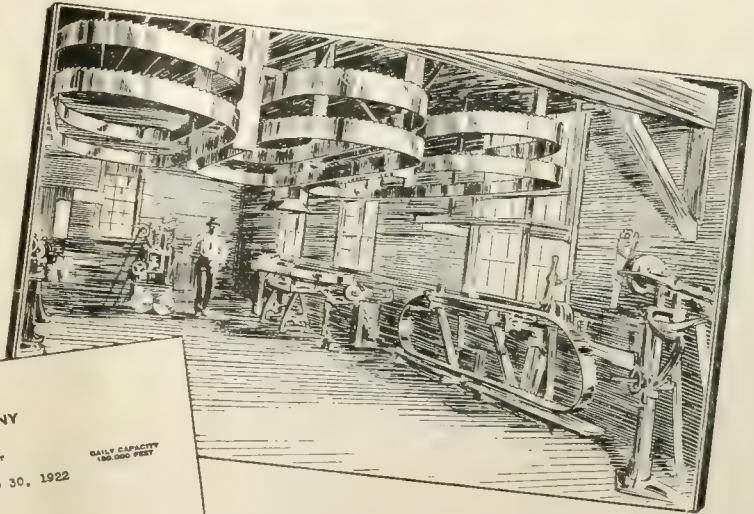
Who Makes the Best Saws?

Naturally every saw manufacturer asks you to buy his particular make of saws.
All make the same claim as to their quality.

Now we are not going to say a word about why WE think you should use

Atkins Silver Steel Saws—

we are going to ask you, as a fair minded business man, to consider what other mill men and filers say—what their experience has been. Read below the statement of the filer of the Warren-Lamb Lumber Co., George Rienow, who is seen standing in the filing room.



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Does that statement mean anything to you? If it does we want you to write us giving complete specifications of your saws. Atkins Saws will make good. Address nearest point.



YARD AND KILN

*A Section Intended to Promote Efficiency
and Economy in Lumber Drying~*



A Novel French Kiln Drying Stunt



The floor plans in one of the drying rooms where the radiators are under ground

Hardwood Record recently received from outside sources description and illustration of a French method of kiln drying lumber through the use of what is known as ozone air or super-oxygen. It is claimed that when kept to a certain degree of temperature the application of this air will dry the lumber in less time and more effectively, and with greater destruction to any animal or plant growth which may exist in or on the wood.

Hardwood Record was more or less dubious regarding the apparatus and in order to establish its possible value laid the entire matter before the Forest Products Laboratory, Madison, Wis., which answered as follows:

We have the prints showing the Marius Paul Otto dry kiln. This process has been patented in the United States, No. 1,381,656, June 14, 1921, and Paul Durand, 1133 Broadway, New York, is interested in its adoption and use in this country.

The kiln is of the progressive type and the process is described in the claim as follows:

"The herein described process of seasoning wood by the combined action of heat and of ozone, which consists in submitting the wood successively to hot air acting alone, to ozonized air acting alone, and to a mixture of hot air and of ozonized air acting together and moving the wood during each of these three successive actions in a direction opposite that in which the gaseous current flows."

No description of the ozone generator is included in the letters patent and one can not judge therefore what effect, if any, this generator may have upon the air passing through it. The kiln is, as you can

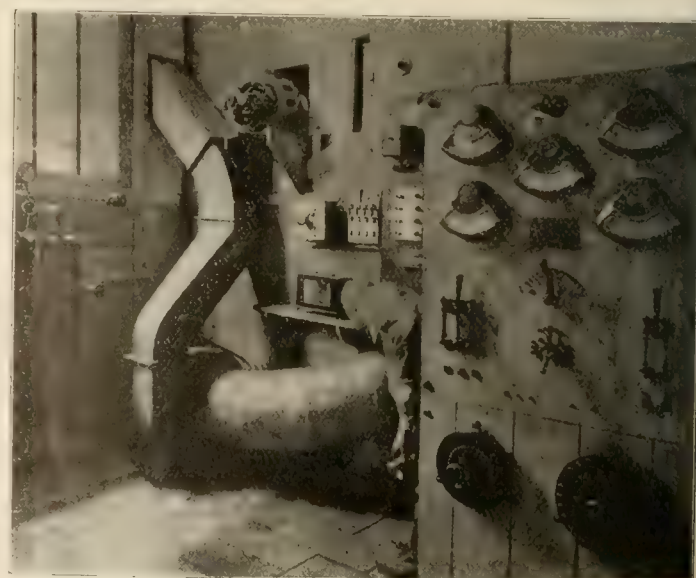


Showing manner of piling and aperture through which "Super-oxygen" is carried into drying room

readily understand, of the forced circulation type, being equipped with several blowers, and if properly designed it should give very satisfactory results whether the ozone generator is effective or not.

I can readily understand how a process such as described, if properly carried out, would be a very great improvement over the methods of drying in more or less common use in France. I am not at all sure, however, that the results secured would be any better than those which can be obtained in first-class forced circulation compartment kiln. We have been in correspondence with Mr. Durand, but we are not contemplating the experimental work to determine the merits of the process.

We would hesitate to recommend the process as an advance over our best present seasoning methods.



One of these pipes carries the "Super-oxygen" vapors while the other distributes them

High Humidity Kiln Saves Case-Hardened Lumber

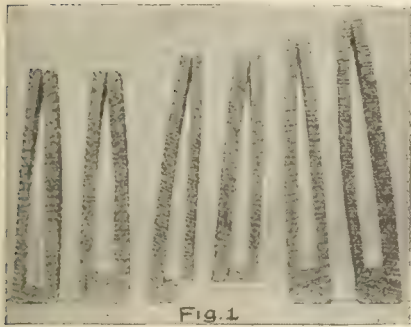


Fig. 1

trical device was very erratic in operation and that there was considerable distortion. On investigating, it did not take very long to find the trouble.

The lumber used, showed a very poor condition of drying. Samples were then taken by experts and laboratory tests were made. To make such tests, the wood is usually cut roughly like a tuning fork.

Figure 1 shows what happened to the testing samples after being left in the laboratory for a few days. The samples were cut from the lumber exactly as it was delivered from the mill. It will be noticed that in every instance the tines of the fork closed together at the top. The cause of such distortion is what is known as "case-hardening."

When any kind of lumber, whether red oak or not, manifests this condition, it is indicative of overdrying of the surface of the wood, the inner portions hardly being affected at all. Case-hardening will, in every instance, curve the test fork towards the top. This is due to the unequal stresses of the lumber which is dried to hardness on the surface, yet hardly fit for use immediately below.

With all this lumber on hand, the electrical concern had to do something to remedy conditions. Usually, case-hardened lumber is somewhat hopeless of recovery, but the wood was put into a well-known High Humidity Dry Kiln to see what benefit could be obtained. The result was not only grat-

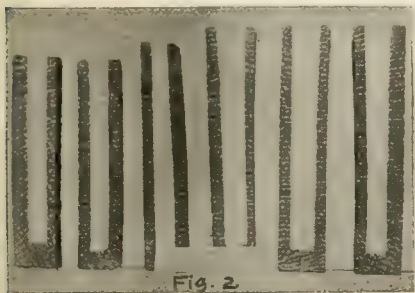


Fig. 2

ifying but indeed surprising.

Figure 2 shows the same samples after they were taken out of the kiln showing the tines approximately parallel. This is correct and normal condition to test samples of properly dried and seasoned lumber. As the samples showed up so well, all the lumber was put into the kiln.

From time to time, tests were again made and in every instance, it was found that this High Humidity Dry Kiln was able to rectify a rather bad example of the case-hardening of wood. The electrical company was, therefore, able to use the wood which naturally saved the concern quite a good deal of money, as the lumber was purchased as air-dried stock which in reality it was.

The saw mills can hardly guarantee the condition of lumber, but they can promise that any particular lot has been left out in the air for several months. What the wind, weather, and sun does to it, can not be controlled by the seller.

The buyer sometimes takes a chance and for all ordinary purposes the air dried stock is plenty good enough. But where special care must be exercised as in electrical apparatus, the lumber must be free from all danger of warping, shrinking or swelling.

You can lessen this waste

The Government Forest Service tells us that only 33.5 per cent of the log is converted into merchantable lumber. Further that 16.3 per cent is lost in subsequent manufacturing operations, leaving only 17.2 per cent of clear cuttings for the manufacturer.

With a correctly operated



High Humidity Dry Kiln

The Kiln with the circulation you can understand

there is no checking, warping, cracking, case-hardening or honeycombing.

Consequently there is little or no waste. Because of this and the confidence they have in results, some concerns put their lumber in a Sturtevant DRY KILN already cut to size.

But there is more about Sturtevant Kilns in Bulletin No. 282.

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LUMBER { ALL GRADES AND THICKNESSES
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We have a goodly supply on hand at all times. Our Band Mill is in daily operation cutting Black Walnut exclusively. Let us figure on your requirements. STRAIGHT OR MIXED CARS

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Clubs and Associations

Institute Starts Engineering Work

The services of Frederick F. Murray have been secured to administer the engineering needs of the Hardwood Manufacturers' Institute's program.

Mr. Murray is a graduate of Stevens Institute of Technology, Hoboken, N. J., where he was awarded the coveted degree of Mechanical Engineer.

Mr. Murray is a member of the American Society of Mechanical Engineers, and has been active in the affairs of its Forest Products Division.

After a period of employment by the Government in the Ordnance Department, and later in Government construction work, Mr. Murray associated himself with the Commercial Journal Company, publisher of the trade paper "Lumber"; the purpose of this employment being the establishment of an engineering department by this journal, devoted to the engineering problems of the lumber industry. While so employed Mr. Murray made a very intensive study of lumber production, visiting the Pacific Coast, the Inland Empire, also Northern and Southern producing fields, and as well conducted a wide survey of lumber consuming industry, such as automobile, furniture, implement and kindred lines of manufacture.

It is believed that Mr. Murray's training, and particularly the study that he has already made of the lumber industry from an engineering standpoint admirably fits him for the position with which he is now entrusted.

Before coming South Mr. Murray conferred with engineers connected with several of the larger consuming industries, and without exception the plans and purposes of the Institute were heartily endorsed, and assurances given that these industries would lend their sincere co-operation.

Mr. Murray has also visited the Forest Products Laboratory at Madison, Wisconsin, and has discussed the undertaking with Carlisle P. Winslow, Director of the Laboratory, and Arthur T. Upson, Assistant. The laboratory has already embarked upon a research study involving hardwood consumption, and it is expected that the work of the Institute, and that of the Laboratory will fit very closely together. Mr. Murray during his visit at Madison had placed at his disposal the data which the Laboratory has already collected, which will be of material assistance to him in his work.

Just how this work will be carried out is a matter now being outlined. Mr. Murray says the operation will largely be determined by a study of reliable data already available and the selection of a program which will contribute most largely to both speed and accuracy. As this work progresses Mr. Murray believes its findings will be both illuminating and convincing to the extreme and that accomplishment of the work will be most gratifyingly expedited by the thorough co-operation of all hardwood consuming industries.

National Considers Placing Inspectors Abroad

The National Hardwood Lumber Association is taking a referendum among its exporting members on the question of installing deputy national inspectors in foreign markets. A letter addressed by Frank F. Fish, secretary-treasurer, to the exporters, states that at a meeting of the board of directors in Chicago on June 21, suggestions were received from several members that inspectors be located in London or Liverpool to issue the National certificate. "Some support developed during the discussion, but considerable opposition was offered, and on motion the Secretary was instructed to send a letter to every member of this association engaged in exporting hardwoods to solicit an expression of opinion as to the advisability of the National Hardwood Lumber Association placing inspectors abroad."

The letter further says that "no action will be taken until all exporting members have been heard from."

The association is also taking a poll of the members to ascertain how many are manufacturers of hardwood lumber.

National Inspection Records Steady Recovery of Hardwood Business

"The prevailing and prospective tendency of the hardwood industry is certainly upward," declares the Official Bulletin of the National Hardwood Lumber Association, in reference to the steady increase during the past few months of the volume of lumber inspected by national inspectors. "This has been evidenced," the Bulletin says, "by the steady augmentation of the work of our Inspection Department for the past several months. In fact, practically since the beginning of the calendar year. In April, total original inspection reached 17,160,502 feet; in May, 19,138,016; and in June, 20,904,719 feet, all of which records overreach any given month of the entire year of 1921."

The July inspection report is as follows:

"Total original inspections for the month of July were 21,686,822 feet, of which 17,508,585 feet was the work of our salaried inspectors and 4,178,237 feet was fee service. Reinspections were made on 188,572 feet."

"These figures show that July, 1922, was the most active our Inspection Department has had in nearly two years—since August, 1920, when original inspections reached a total of 21,902,219 feet. In comparison with the month of July of last year, the figures of last month indicate approximately a 100 percent increase."

With the Trade

Saw Mill Company Organized

The Trevlac Band-Saw Mill Company has been organized in Indianapolis, for the purpose of operating a saw mill. The company has a capital stock of \$10,000 and the directors are Elmer W. Hughey, Augustus Jennings and Oren E. Evans.

Overseas Rates Advanced

The conference ocean rates on lumber moving via Gulf ports to the United Kingdom were advanced from 30 to 35 cents, effective August 16, according to announcement made by the American Overseas Forwarding Company.

All of the lumber booked prior to that date, amounting to a considerable quantity, will move on the old rates.

Additional Transit Privileges

The Southern Hardwood Traffic Association announces that transit privileges, effective August 15, 1922, have been granted at North Vernon and Edinburg, Ind. The new tariffs authorize protection of the Louisville (Kentucky) combination, plus the stop-off charge of \$6.30 per car.

This organization also announces the following rate reductions and adjustments:

A 29½-cent rate on lumber from Burnside, Ky., to Chicago, Ill., Elkhart and South Bend, Indiana, via Louisville and the C. I. & L., has been obtained. A 9-cent rate on logs from Petros, Tenn., to Burnside has also been announced.

A reduced rate of 29 cents on hardwoods from stations, Baton Rouge, La., to Shrewsbury, La., inclusive, to Bristol and Greeneville, Tenn., will be made effective September 6, 1922, by the Yazoo & Mississippi Valley in conformity with the Association's recommendations.

The Southern Freight Rate Committee has approved the reduced rates on cross ties from Alabama stations on the L. & N. to Mobile, effective at some later date.

Reduced rates on lumber, forest products, etc., from points on the G. M. & N. R. R. to destinations on the L. & N., intermediate to the Ohio River, have been obtained by the Association. In general the rates are the same as to south bank, Ohio river crossings.

Cedar Gets Common Lumber Rate

Transcontinental carriers will put into effect September 30, 1922, rates on cedar lumber from points in the Southeast and the Southwest to destinations on the Pacific coast equivalent to rates on common lumber, according to announcement by the Southern Hardwood Traffic Association.

This change in classification, according to Cecil A. New, assistant secretary, will mean a reduction of about 20 cents per hundred pounds.

New Hardwood Firm at Memphis

The McClure-Peltier Hardwood Lumber Company has been formed at Memphis, Tenn., by H. E. McClure, of Detroit, Mich., and F. A. Peltier, of Memphis, formerly sales manager of the Tustin Hardwood Lumber Company. The company proposes to specialize in elm, maple and other woods used principally by the automobile industry, but it will also handle all other hardwoods available in the southern field. Mr. McClure will be in charge of sales offices at 306-307 Lincoln building, Detroit. Mr. Peltier will remain in Memphis. He has temporarily opened offices at his home there, 1619 Waverly place, but he will obtain suitable quarters in the downtown district as soon as these can be secured.

Manufacturers

Exporters



"Good Gum"

SOUTHERN HARDWOODS

Manufacturers

Exporters



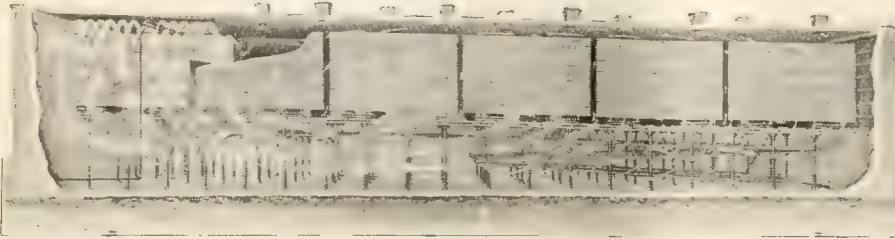
"Quality Quartered Oak"

3/8" to 8/4"

SOUTHERN HARDWOODS

MOORE'S

The Progressive Kiln with the Graduated Heating System



In addition to the progressive type of kiln shown here, Moore makes a compartment kiln for use where the charge method of operation is preferred. Our service is available to any lumberman who thinks his drying methods might be improved.

Incorporation of a graduated heating system that keeps the lumber always at the right temperature and humidity as it progresses from the green to the dry end of the kiln is just another reason why Moore kilns get better drying results. Let us tell you how this feature saves money for users.

Moore Dry Kiln Co.

"Kiln Builders Since 1879"

Jacksonville, Fla. No. Portland, Ore.

Rebuilds Arkansas Box Plant

The Chapman & Dewey Lumber Company has just completed rebuilding its box plant at Marked Tree, Ark., which has been out of commission for approximately eight years. The boiler and engines previously used are still retained but the remainder of the equipment is all new. The plant has two sides. Each side has a daily capacity of 1½ cars of box shooks. Only one side is being operated at present. The company is engaged in making sawn shooks exclusively. It has no veneer equipment in its plant. It has made arrangements, however, with another company in the vicinity of Marked Tree for the sides and tops of egg cases. It will manufacture toe bottoms, ends and middles. Cottonwood, gum, maple, elm and other hardwoods will be used. The company has its own band mill at Marked Tree and this will furnish a considerable percentage of the low grade cottonwood and gum used in the box plant. The company has recently experienced considerable difficulty in securing cars, but the Frisco system has changed its tactics somewhat, and W. C. Dewey says that logs are being brought in and that cars are being spotted for loading outbound products.

Fire Destroys Indiana Sawmill

Fire of undetermined origin, starting in the mill, destroyed the Woodward sawmill and two cars loaded with lumber on the Central Indiana Railroad recently at Lapel, Ind., causing a loss of approximately \$10,000.

The mill was owned by Lawrence Woodward of Lapel and Mrs. Ella Woodward, his step-mother, of Knightstown, Ind.

Gibson Joins Charles O. Maus Lumber Company

The Charles O. Maus Lumber Company, South Bend, Ind., has engaged Harry L. Gibson to represent the company in the eastern territory, covering New York, Eastern Pennsylvania and New Jersey, with headquarters in Philadelphia. Mr. Gibson has had fifteen years' experience in hardwood selling and is a thorough lumberman, having formerly been connected with the J. Gibson McIlvain Company and R. F. Whitmer & Company, both of Philadelphia. He is well known to the trade and enjoys the reputation of being exceptionally well informed as to lumber matters.

Nickey Bros., Inc., Erecting Flooring Plant

Nickey Brothers, Inc., have begun construction of a two-unit flooring plant on Summer avenue, East Memphis, adjoining their band mill and veneer plant. It will have a daily capacity of approximately 35,000 feet and will be in readiness for operation by November 15, according to W. E. Nickey. This is the firm which, as recently announced in *HARDWOOD RECORD*, was planning the establishment of such a plant in Memphis.

When this plant is completed Memphis will have fifteen flooring units in operation. The Hudson Hardwood Flooring Company, a subsidiary of the Hudson & Dugger Company, is building a two-unit plant in South Memphis, which will be ready for operation in about sixty days. The other eleven units, all of which are in full operation, are: Memphis Hardwood Flooring Company, 5; E. L. Bruce Company, 4; Desoto Hardwood Flooring Company, 2.

Donald R. Brewster Expert Consultant

OPERATION OF LUMBER DRY KILNS
28 Blymer Building, Cincinnati, Ohio
TRAINING OF KILN OPERATORS A SPECIALTY

Moving Back to New Orleans

The Louisiana Red Cypress Company will remove its sales offices at Memphis back to New Orleans September 1, according to W. H. Moynan, who is temporarily in charge thereof pending the change of location. Chris, A. Walker, who was in charge of the offices at Memphis for a number of months, resigned, effective August 1, to become associated with the Hoffman Brothers Company, Fort Wayne, Ind.

Re-open Memphis Sales Office

The Chicago Lumber & Coal Company, which removed its hardwood department from Memphis to St. Louis, July 1, when J. H. Maassen resigned as manager, has opened district sales offices in Room 614, Bank of Commerce Building, Memphis, in charge of F. V. Ford. The latter was for some years with the Anchor Sawmills Company. He saw service in the late war and after the armistice he engaged in the logging business on his own account. Last year he became associated with Thompson & De Fenelon, remaining with that firm until he accepted service with the Chicago Lumber & Coal Company.

Second Lumber Conversion Table Issued

The second of the series of conversion tables being issued by the Lumber Division of the Department of Commerce has been published and mailed to all firms interested in the export of lumber who are on the Bureau's Exporters' Index. It can be obtained by making application either to the Lumber Division, Bureau of Foreign and Domestic Commerce, Washington, D. C., or to any one of the Bureau's District or Co-operative offices, and by filing Form 57, which upon approval will list the firm in question on the Exporters' Index.

The table converts board measure to cubic meters, or converts the price per thousand feet in dollars to dollars per cubic meter.

Lumberman and Family Escape Burning Auto

Roy Thompson, president of the Thompson Hardwood Lumber Co., Cincinnati, O., and his family narrowly escaped serious injury, when an automobile in which they were riding burned up. Mr. Thompson and his family were returning to Cincinnati from Atlantic City, where they spent a two weeks' vacation, when the accident occurred. On the National highway, a short distance from Zanesville, O., the automobile, which was driven by Mr. Thompson, backfired and a moment later was a mass of flames. Mr. Thompson brought the car to a sudden stop and then assisted the other occupants from the machine before their clothing was ignited by the flames. Several grips containing clothing as well as the automobile were destroyed. Mr. Thompson said his loss is covered by insurance.

Head of Aberdeen Lumber Company Loses Son

The many friends of Joseph N. Woollett, president of the Aberdeen Lumber Company, Chicago, will learn with the deepest regret of the death of Mr. Woollett's son, Joseph N. Woollett, Jr., on Monday, August 14.

Blind Lumberman Returns to Business

Despite the overwhelming handicap of blindness, T. J. Christian, a hardwood lumberman well known to the trade in Indiana and other sections, has re-entered business, after two years spent in vain efforts to regain his lost eyesight. Mr. Christian has opened a hardwood sales office at 404 North Alabama street, Indianapolis, Ind., and has already begun to do a gratifying volume of business. He has been increasing the volume of his sales every week since he opened up.

Grand Rapids Company Putting Up Mill

The Van Keulen & Winchester Lumber Co., Grand Rapids, Mich., is constructing a new planing and resaw mill at the yards of the company on the G. R. & I. Railroad tracks, between Eleventh and West Leonard streets. The plant will have a capacity of a carload of lumber a day and will add twelve or fifteen men to the payroll of the company. It is expected it will be under operation October 1. A. Van Keulen, secretary-treasurer of the company, states that while this mill is designed to work up and manufacture lumber principally for their own use, it will be available for milling-in-transit purposes, and Grand Rapids is a very admirable location for milling in transit for destinations north, south and east.

West Virginia Hardwoods

85 Per Cent
of All
Hardwoods
is
Consumed
in this
Territory



Oak
Yellow Poplar
Basswood
Maple
Chestnut, Beech
Birch, Cherry
Hickory, Ash
Walnut

WEST VIRGINIA has long been celebrated as a production area for QUALITY Hardwoods. Her geographical location lends itself to SERVICE, which is so necessary in these days of keen competition. When you want the happy combination of QUALITY and SERVICE it is yours for the asking.

The W. C. Barlett Lumber Co.

Charleston, West Virginia

BAND MILL—Spice Run, West Virginia

Eakin Lumber Company

MANUFACTURERS

West Virginia Hardwoods, Rough and Dressed

WESTON, WEST VIRGINIA

Mills: Sykes, W. Va.

Shipping Point, Erbacon, W. Va.

American Column & Lbr. Co.

Brunson Building, Columbus, Ohio

Smoot Lumber Company

Cowen, West Virginia

Mfrs. Maple and Chestnut Lumber

The Meadow River Lumber Co.

Manufacture High Grade

Oak, Maple, Beech, Birch

FLOORING & HARDWOODS

RAINELLE, WEST VIRGINIA

Rockcastle Lumber Company

Headquarters

Huntington, West Virginia

Manufacturers W. Va. Hardwoods and Hemlock

MILL—Seth, West Virginia

Annual Capacity, 22,000,000 Feet

The Wilson Lumber Company

Wholesalers and Manufacturers

HARDWOODS

BAND MILL: Mill Creek, W. Va. OFFICE: Elkins, W. Va.

Sharpnack Lumber Company

Mfrs BAND SAWED WEST VIRGINIA HARDWOODS

White Oak Red Oak Yellow Poplar Chestnut Basswood Beech Maple Hickory Walnut

Band Mill and Mill Office: VERNER, Logan County, West Virginia

General Offices: 1015-1016 First National Bank Building

HUNTINGTON, WEST VIRGINIA

(Address all Inquiries to Huntington Office)

All lumber band sawed and of our own manufacture. We can ship straight cars of

4/4 to 8/4 of any grade in all kinds of lumber which we list.

Woman Makes Good as Hardwood Executive



Miss M. E. McCafferty

and knows hardwood lumber from the tree to the factory of the consumer. She is as well posted on the grades and species of Texas hardwoods as the most expert.

New Gayoso Mill Begins Sawing

The Gayoso Lumber Company announces that its band mill at Grenada, Miss., which was removed from Blaine, Miss., to that point, was placed in operation Monday morning, August 21, with a good supply of logs brought in over its own standard gauged road, 13 miles in length, which has been under construction for some time. The plant, which is equipped with a seven-foot band saw and a re-saw, has a daily capacity of approximately 50,000 feet. A powerful derrick, entirely new, has been installed and the company will be able to store as many as 1,500,000 feet of logs on its site at one time. It owns 8,500 acres of hardwood timber lands in the vicinity of Grenada, purchased in 1920, and about sixty per cent of the timber is red and white oak. The remainder is gum, ash and other southern hardwoods. The mill has been constructed under the personal supervision of Charles R. Ransom. Removal from Blaine was made because of the exhaustion of the firm's timber holdings in the vicinity of that town.

The Gayoso Lumber Company also operates a big band mill in New South Memphis, which is supplied with logs from its timber holdings in the St. Francis valley in eastern Arkansas.

Schleyer Will Organize New Company

W. H. Schleyer, who recently disposed of his interests in the Kosse, Shoe & Schleyer Co., Cincinnati, O., and who has been taking a much needed vacation at his old home in Circleville, O., is arranging to organize another lumber company to handle a general line of hardwoods. He expects to have his company in operation by the first of October.

Hardwood News Notes

MISCELLANEOUS

The capital stock of the Dickerson Lumber Company at Huntington, W. Va., has been increased to \$20,000.

W. C. Devore of Danville, Ill., has been succeeded by the Pierson-Hollowell Hardwood Company with headquarters at Indianapolis, Ind.

The business heretofore conducted by W. Rexford Brown at Newport, Ark., is now operated by the Goff & Brown Lumber Company.

The Bennett-Hooper Lumber Company of Memphis has moved to McKamie, Ark.

The Trevlac Band Saw Mill Company has been incorporated at Indianapolis, Ind.

BUFFALO

Fire destroyed the plant of the Fallsburgh Lumber Co., located in the town of that name in Sullivan county, New York, August 12, with a loss estimated at \$50,000. The cause of the fire has not been determined.

Fire of unknown origin did damage estimated at \$100,000 on August

16 to the door plant of the A. Teachout Co., 52 Leslie street. The company has had a branch here for a number of years, with Milton C. Bronek as manager, the main plant being in Cleveland. A large stock of doors and sash was destroyed and the building and site flooded. Several million feet of lumber in the yard of Henry E. Mallue & Bro. adjoining was saved.

Richard S. Davis, representative of the Atlantic Lumber Co. in Wisconsin and Michigan, with headquarters at Wausau, Wis., is spending several weeks at the company's office and yard here. He will be married in this city in September.

William A. Perrin, of Blakeslee, Perrin & Darling, has returned from a month at his farm at Conesus Lake.

PHILADELPHIA

Application to the State for incorporation papers has been made by the Expanded Wood Lath Corporation of Delaware. The statement of claim asserts that the capitalization is \$285,000. Those signing the papers are: F. R. Bogart, M. A. Bruce and C. H. Blaske, all of Wilmington.

It is understood that considerable of the first mortgage 6 percent sinking fund gold bonds of the Long-Bell Lumber Company are being sold in this city. Halsey, Stuart & Co. is handling the issue of \$9,000,000.

The Cramp Shipyards, one of the largest users of hardwoods in the East, reports excellent business. Three thousand additional hands have been put to work and sufficient contracts have been obtained to keep the plant in operation for more than two years.

BALTIMORE

Roy H. Jones, assistant chief of the lumber division of the Bureau of Foreign and Domestic Commerce at Washington, came over to Baltimore a week ago to confer with President D. D. Hartlove, of the National Lumber Exporters' Association, and Secretary Harvey M. Dickson, in regard to any possible improvement in the system of keeping lumber export statistics. Mr. Jones desired to get the ideas of the two officials as to the wishes of exporters generally, in order that the method in use might be improved, so as to be of the greatest possible service to the trade. Various features of the compilations now sent out were discussed.

Frank L. Heim, of Richard P. Baer & Co., has gone to Mobile to look after the operation of the Magazine Hardwood Lumber Company's mill there, while the manager, A. O. Thayer, is on his vacation in the North. Mr. Thayer usually spends about six weeks every summer up in Maine, and it is during this time that Mr. Heim acts as a substitute.

Among the visiting lumbermen in Baltimore during the last week or ten days was E. N. Stanforth, of the M. B. Farrin Lumber Company of Cincinnati, O., who was on a trip through the Eastern section. He reported that business is good, with his company's mill being in full operation. In one morning orders for not less than nine cars were booked. Some trouble, however, was being experienced with shipments because of the railroad strike.

A white oak tree, believed to be at least 300 years old, on the farm of Levi Maus Miller, in Adams county, Pennsylvania, has just been inspected by J. S. Illick and Thomas Harbeson, of the State Department of Forestry. The tree is thought to be the largest white oak in southern part of the State. It measures 21 feet 9 inches around eighteen inches from the ground, has a branch spread of more than 116 feet and is 98 feet high. It has been in the possession of the Miller family for four generations.

Information comes from Pittsburgh that the Babcock Lumber Company of that city has given orders for its big saw mill at Davis, W. Va., to resume operation at full capacity. The plant had been shut down since September, 1921. The hardwood situation is regarded by the Babcock Company as so much improved as to justify the running of the plant, which is one of the largest in that section.

C. A. Weis, president of the Weis-Patterson Lumber Company, Inc., large producer of cypress at Pensacola, Fla., stopped in Baltimore, Md., in the course of an eastern trip and saw some of the hardwood men. It was his intention to spend a week or two at Asheville, N. C., before returning, as he felt that he needed a vacation.

Still another caller was L. R. F. Perisz, of the Raines-Andrew Lumber Company of Evenwood, W. Va., who also had something good to say for the trade, handicapped though it is by the railroad and coal strikes.

The Woodmere Lumber Company has been incorporated under the laws of Maryland with a capital stock of \$200,000 by Enos S. Stockbridge, Roland H. Brady and William Lentz. These men, however, are merely acting for the interests represented in the corporation.

CINCINNATI

The J. C. West Lumber Co. has opened a branch office in the Broadway Market building, Detroit, Mich. P. D. Bailey, formerly connected with the Richey, Halstead & Quick Lumber Co., and the Eakin Lumber Co., is manager of the office.

Owing to the fact that September 4 falls on Labor Day, the first meeting of the fall session of the Cincinnati Lumbermen's Club has been postponed.

poned until October 2. This announcement was made recently by J. C. West, president of the organization.

E. H. Elliott has been transferred from the local office of the Krauss Brothers Lumber Company to the Philadelphia branch office.

The J. B. Doppes Lumber Company now occupies its new bungalow type office at 1250 Gest street, adjoining its yard. The building is of reinforced concrete and brick on the exterior, while the woodwork is of walnut.

William Bolling of the Bolling-Griffith Lumber Company has been elected to membership in the Cincinnati Chamber of Commerce.

Samuel Richey, president of the Richey, Halstead & Quick Lumber Co., has motored to Vancouver, B. C., with his family, where they will spend a month's vacation.

Roy Thompson, president of the Thompson Hardwood Lumber Company,

Dwight Hinckley, president of the Dwight Hinckley Lumber Company, is spending his vacation on a yacht trip on Lake Michigan with Harry Layman, Cincinnati automobile dealer.

CLEVELAND

"Local jobs in building are coming in in great numbers," says F. H. Peters, of the Peters Mill Work and Lumber Company, "for much building is being done in Cleveland at the present time. Birch and poplar seem to be in the biggest demand at the present time, but oak is picking up."

"Business in general has picked up during the last few weeks, and this is especially true of the hardwood trade. In fact since the first of August more hardwood has been sold than during the previous sixty days. These orders were all for interior work. Oak, birch and gum are in big demand, but little business is being done in maple and ash," explains W. C. Wagner of the Singletary Lumber Company. Mr. Wagner has just returned from a motor trip through the East.

W. K. Palmer, of the Cleveland Window Glass and Door Company, says the hardwood business is once more back on a normal basis. "Birch and gum are finding a big market at the present time, in fact all woods are now in good demand."

"Chair makers have been running low in the last week or two, and orders have begun to come in from them. This probably accounts for the increase which has been noted during the last few weeks," says G. B. Wallace, secretary of the Martin-Barriss Company. Mr. Wallace finds that mahogany is the best seller.

W. B. Martin, president of the Martin-Barriss Company, has just returned from his trip to New York.

S. O. Oliver, of the Cuyahoga Lumber Company, left this week for a vacation. He will return around the first of September.

F. Gruss, of the Theodore Kundtz, who has been away on a business trip, is expected to return this week.

EVANSVILLE

Paul W. Lubring of the Lubring Lumber Company has returned from a motor trip to Chicago and the northwest.

Daniel Wertz of the Maley and Wertz Lumber Company is back from a business trip to Indianapolis and the central part of the state.

The new addition that is being erected to the plant of the Never-Split Seat Company here will greatly enlarge the capacity of the company. Last year was the best year in the history of the company and it is predicted that the volume of the business this year will be much larger than that of last year. The company sells its products in all parts of the world.

Spoke and hub manufacturers in this section are looking for a good fall business. Orders and inquiries are coming in nicely and they report a rapid improvement in trade despite the railroad strike.

A. V. Barch, manager of the Blount Plow Company, who is vice-chairman of the Indiana State Highway Commission, reports that work on the \$500,000 bridge across White river at Hazleton, Ind., a few miles north of Evansville, is progressing nicely.

LOUISVILLE

The lumber trade is fairly well tied up as a result of the railway situation. The Cumberland Valley division of the Louisville & Nashville R. R., and all southeastern Kentucky divisions of the road are tied up by its strike of trainmen over the road maintaining armed guards. There was also a trainmen's strike of a few days in western Kentucky, and a threatened walk-out in the eastern Kentucky division. The Illinois Central is open for coal, food and perishables, but is steadily under embargoes. The C. & O., Big Four, B. & O., and other lines are having steady trouble, and the Southern Railway is practically at a standstill. The Pennsylvania and Monon can handle shipments north from Louisville, but connecting lines can't bring them this far, and there has been practically no lumber moving farther north than Nashville for some days past.

Hardwood men are of the opinion that yard stocks located at points where delivery can be easily made will be cleaned up to a considerable degree, and at slightly stiffer prices. However, buyers are laying off for the

BLAIR LUMBER CO.

Hardwood Manufacturers

CHATTANOOGA, TENN.

time being. It is indicated that car shortage will be severe this fall whether the strike is settled or not, and demand should start in much better shortly, which will make for higher prices.

Scottsburg, Ind., on August 16, reported a \$50,000 fire loss at the plant of the White Wood Products Co., which manufactures handles and other wood products. Several departments were gutted, but boiler room, saw-mill, enamel room and large storage house were saved.

The Staric Lumber & Supply Co., Montago, Perry County, Ky., capital \$25,000, has been chartered by J. R. Richards, M. S. Richards, J. C. Stacey, of Montago.

The Louisville Planing Mill Co., Louisville, as a result of the milling-in-transit privilege at Louisville, is going after milling-in-transit business here in surfacing, resawing, edging, kiln drying, etc., and reports that such business is of especial advantage right now, in that it supplies wood waste to operate the power plant for the general plant.

J. S. Thompson, manager of the Louisville division of the Southern Hardwood Traffic Association, is making a motor trip to Southern Illinois, where he will spend a two weeks' vacation with relatives.

H. P. Roberts, with the Mengel Company for several years, and J. F. Riddell, connected with the Embry Lumber interests, are among the charter parties in the Embry Motors Co., chartered with a capital of \$15,000.

The Star Woods Products Co., Louisville, manufacturers of poplar siding, millwork and general wood products, has secured permits for further additions to its plant and lumber storage facilities.

Preston P. Joyes of W. P. Brown & Sons Lumber Co., Louisville, reports that the company is operating steadily at its southern mills, but is able to ship hardly anything as a result of the embargo situation, and is practically making no sales effort at the present time.

NEW ORLEANS

Gordon K. Gould, son-in-law of C. H. Sherrill, president of the Hardwood Manufacturers' Institute, manager of the Chicago office of the Sherrill Hardwood Lumber Company, has been transferred to the New Orleans office of the company, the Chicago office being closed temporarily.

The Louisiana Red Cypress Company, New Orleans, announces that it is soon going to remove its hardwood department from Memphis, Tenn., back to the Crescent City, where it was situated until less than a year ago when it was moved to Memphis. The company also announces the appoint-

(Continued on page 51)

PEARL RIVER VALLEY

BANDSAWN HARDWOODS



EFFICIENCY

Consumers of Hardwood Lumber depend upon an adequate source of supply for the success of their finished product.

This important Factor can be assured where PEARL RIVER BANDSAWN HARDWOODS are used, as our methods of manufacture, drying and grading make possible a new standard of Cabinet Room Efficiency.

PEARL RIVER VALLEY LUMBER COMPANY

MANUFACTURERS



BANDSAWN HARDWOODS

HAMMOND, LA.

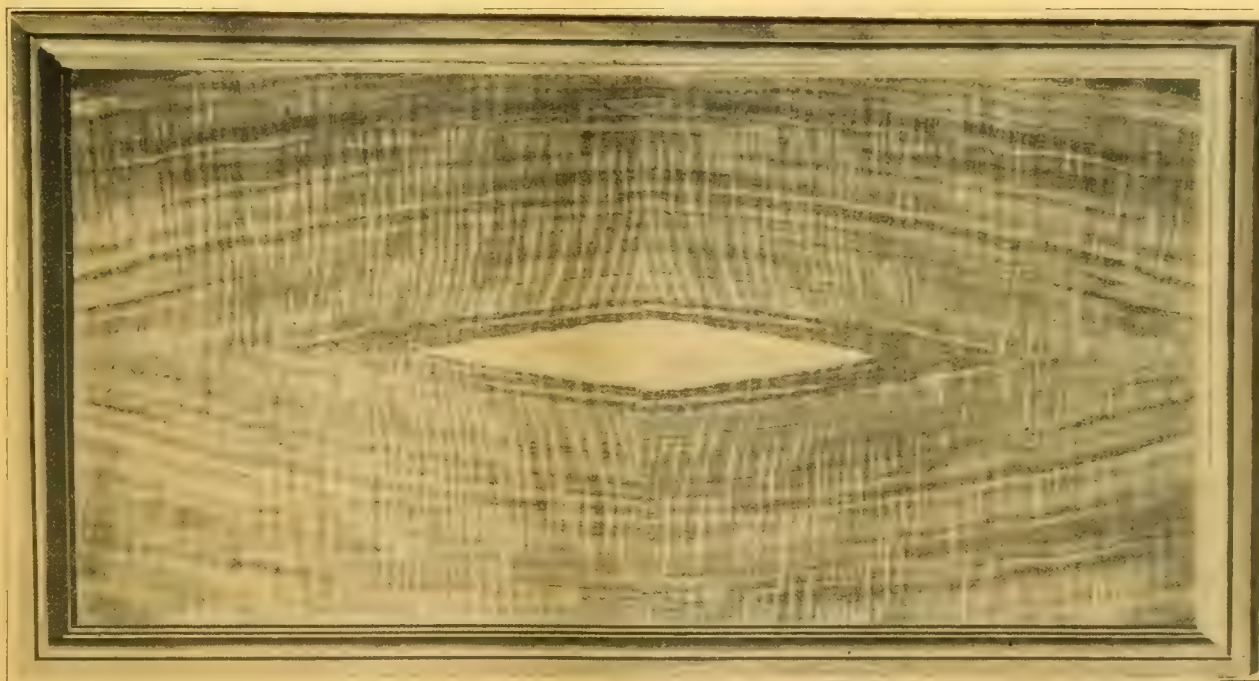
Some Fundamentals of Plywood Construction

Engineering Research Has Been Instrumental in Establishing to a Certain Extent What the Best Methods of Panel Making Are, Though Practices Are Not Standardized

The manufacture of plywood has never become standardized, and thus methods differ somewhat in nearly all plants devoted to turning out this product. This fact, together with the varying qualities of wood, largely accounts for the differences that do, and probably always will, exist in panels manufactured by the various concerns. They don't all make panels in the same way and they don't get the same results. However, modern engineering re-

search has uncovered a tremendous amount of information concerning the best practices to follow in making plywood, and this has already eliminated a great deal of the variation in methods, and will continue to influence the panel making industry toward standardized methods.

no harm occasionally to review these fundamentals, for the benefit of those experienced hands at plywood making who forget and grow careless as well as young men coming up in the industry, either as salesmen or factory employes. "Notes on the Manufacture of Plywood," compiled by the Laboratory and revised up to June, 1920, will admirably serve this purpose of review of fundamentals. They follow:



By Courtesy American Walnut Manufacturers' Association
A Four-Piece Matched Panel of Sliced Veneer from a Cross-Figured Walnut Tree

search has uncovered a tremendous amount of information concerning the best practices to follow in making plywood, and this has already eliminated a great deal of the variation in methods, and will continue to influence the panel making industry toward standardized methods.

Foremost in the ranks of those who have contributed to this study of the best methods of plywood manufacture is the Forest Products Laboratory at Madison, Wis. The fundamentals of good plywood manufacturing practice, thanks to the observations and experiments of the Laboratory's experts, are now widely recognized. But it does

By manufacture of plywood is meant the gluing together of plies of wood, usually an odd number, so laid that the grain of alternate layers is approximately at right angles. In three-ply panels the outside plies are referred to as faces and the center ply as a core. In a five-ply construction the outside layers are faces, the next two plies in order crossbands and the center ply core. The details of gluing, pressing, and drying plywood are not standardized, but these notes on manufacture are based upon observations of factory practice and upon extensive experiments at the Forest Products Laboratory.



By Courtesy American Walnut Manufacturers' Association

A Four-Piece Matched Panel of Highly-Figured Walnut Stump Wood

Gluing Panels in General

The core or crossbands of the panels are coated with glue on a glue spreader consisting of two rollers, the lower one revolving in a bath of glue and the upper one sometimes being coated from another bath of glue retained between the upper roller and a trough with its lower edge almost touching the surface of the roller. Scrapers or the pressure of the rolls regulate the thickness of the glue layer as desired.

The panels are built up and placed in the press as soon as possible. Usually with casein glues the panels are grouped with three to five in a set with caul boards placed between sets and at the top and bottom of the entire lot before pressure is applied. The panels are usually left under pressure for 7 to 24 hours and then taken to the drying room. Shorter pressure periods can be used in some cases when necessary.

One very successful factory using a casein glue has adopted the following standard practice, which is somewhat typical:

With three-ply panels of 1/16-inch veneer, cauls are placed every five panels; with plywood 1/12-inch veneer and three or more plies, cauls are placed every four panels. About five of these sets, or 20 to 25 panels, are pressed at one time. The time consumed between the gluing of the first panel and the application of pressure is 15 minutes. The panels are permitted to remain in the press for about 18 to 24 hours, but if the plant is rushed and all presses are full, a press in which the panels have been pressed for at least six hours is opened and a new stack placed on top. Retaining clamps could well be used instead.

With glues of the blood albumin type, demanding the use of a hot press, the glue is applied as in the case of cold glue and the panels placed one or more at a time in the hot press. Pressure up to 200 pounds per square inch and temperatures of 212 degrees Fahrenheit or more are usually applied. The panels are kept in the press until the glue is set, varying from two to several minutes, depending upon the thickness of the plies and the panels and type of cauls used.

Calculation of Pressure in a Hydraulic Veneer Press

For plywood manufacture determination of the correct amount of pressure to use is important. Results of experiments at the Forest Products Laboratory indicate that an excess or a lack tends to produce a weak glue joint. The exact amount of pressure to apply per square inch of panel surface varies with a number of conditions. However, pressures of 75 to 100 pounds per square inch are within the range of which good results may be obtained with most glues and under average factory conditions.

The determination of the amount of pressure applied per square inch of panel on a hydraulic press equipped with a pressure gauge is simply a matter of calculation. With any hydraulic press, the amount of pressure secured per square inch of panel depends upon three factors: The area of the panel, the area of the piston or ram of the press, and the pressure gauge reading. The area of the piston in square inches multiplied by the pressure gauge reading in pounds is approximately equal to the total pressure exerted by the plates. The total pressure exerted

(Continued on page 42)

*Sir Joshua Reynolds
was the greatest portrait
painter England ever produced*



On the Back of Your
Veneered Toys and Panels
Means Guaranteed Quality

AND his pet possession, the pride of his heart, was a superb cabinet of walnut veneer and plywood construction.

Sir Joshua knew as much, perhaps, about good furniture as anybody of his day—and his choice has been vindicated—for the ancient cabinet is still in existence—beautiful as ever—and, indeed, MORE BEAUTIFUL

Properly made plywood, like old wine, is but improved with age. We know how to manufacture, and we do manufacture, as hundreds of our customers will tell you, the properly made kind of plywood.

In this, the largest plywood plant in the world, we are equipped to serve your every plywood need.

New Albany Veneering Company

New Albany, Indiana

Evansville Invites Thousands to Market

More than 14,000 furniture dealers in various parts of the United States, Canada, Porto Rico, Mexico and other countries are receiving invitations to attend the semi-annual furniture and stove market at Evansville, Ind., that will be held September 11 to 16. These invitations are being sent out by John C. Keller, secretary and general manager of the Evansville Furniture Manufacturers' Association. Mr. Keller is receiving some replies from the invitations already, and he is of the opinion that in the event the railroad strike does not interfere, the attendance at the market this fall will be larger than it was last spring. A damper was thrown upon the market last spring by the death of Benjamin Bosse, mayor of Evansville and head of the Globe-Bosse-World Furniture Company, which occurred at the opening of the market. Mr. Keller and the Evansville manufacturers are quite enthusiastic over the outlook for the market this fall.

Especial efforts are to be made by the Evansville Furniture Manufacturers' Association this fall to secure dealers from Mexico to attend the market. Secretary Keller is sending a number of invitations to the retail dealers in the southern republic, these names having been turned in by an Evansville representative who visits the leading towns and cities in Mexico. The invitations sent to the Mexican dealers were written in Spanish, while in the past they were written in English.

Mr. Keller says that indications point to liberal buying at the market this spring. Trade conditions are gradually improving and farmers are in a better frame of mind than they were a year ago and they are spending money more liberally, according to reports from the rural communities. Bumper crops are being raised everywhere, and it is believed that buying in many lines is going to be better this fall than it was last year. The exhibits at the Evansville market will be shown in three large buildings and Evansville citizens are going to act as a committee of one to entertain the visitors and buyers. Many entertainments are being planned. An effort also is being made this year to get more out of town exhibitors than in former years.

Evansville Veneer Trade Good

The veneer manufacturers at Evansville, Ind., and towns in the tri-state section report that their trade for the past few weeks has been very good, although the railroad strike has interfered some with their shipments. In their opinion as soon as this strike has been ended there will be a brisk picking up in the furniture trade, and as this business gets better it is believed that the veneer trade will show great improvement. The manufacturers are looking upon the bright side of the trade picture and express the opinion that fall and winter business will show a big improvement over that of last year.

Aeroplane Propellor Plant Attracts Attention

Though there are no war requirements to be taken care of now and the business has diminished to proportions much smaller than it attained during the period of hostilities, the industry established in Baltimore by Spencer Heath, pioneer in the designing and manufacture of aeroplane propellers and president and general manager of the American Propeller & Manufacturing Company, 233 East Hamburg street, continues to attract much attention and is to be regarded as among the industries of note that call for the use of high grades of hardwoods. The establishment now occupied by the corporation contains some 200,000 feet of floor space, and during the war produced and supplied about 75 per cent of the propellers on flying machines used by the armies of the United States and the Allied countries. For the war planes of Canada and England alone some 10,000 were purchased.

The peculiar product of the plant is known as the "Paragon," and it was designed and developed by Mr. Heath, who also designed and manufactured the special machinery used in propeller production. The latest of these propellers is of the geared type, the pitch

of which can be changed at will. This enables aviators to adjust their machines to all atmospheric conditions, and to land and take off with greater safety. In dirigibles it enables the engineer to reverse or go ahead as easily as this is done on steamships, it is said.

Mr. Heath had been in charge of the aviation patents of Simon Lake, of submarine fame, and his brother Christopher. In 1909 he was called on to design a propeller and became interested in the technical problems involved. He established a factory in a small room in Washington and in course of time his propellers were adopted by leading flyers. In 1910 the first hydro-plane ever raised by its own power was taken off the water by a Paragon propeller, and this propeller is still being used. In 1912 the business had grown to such an extent as to suggest the seeking of a location where the business might be carried on under the most favorable conditions, which led to the selection of Baltimore, and ever since then the reputation of the Paragon propellers has been expanding. The NC4 which crossed the Atlantic was propelled by a Paragon.

During the war the capacity of the plant, which had been established in a specially constructed building on Key Highway, covering nearly three acres and costing more than \$300,000, rose to 400 propellers a day, with 865 men engaged in the industry.

British Faker of Antique Furniture Uses Ancient Oak Timbers

What becomes of the old wooden battleships—"wooden walls"—and other similarly constructed craft that pass occasionally into the hands of the shipbreakers? It is a question often asked by the curious, but one which seldom receives a satisfactory or adequate reply. Naturally, the ancient, weather-beaten timbers are again disposed of in varying quantities for a variety of quaint purposes, and makers of "antique" furniture are eager bidders for much of the residue.

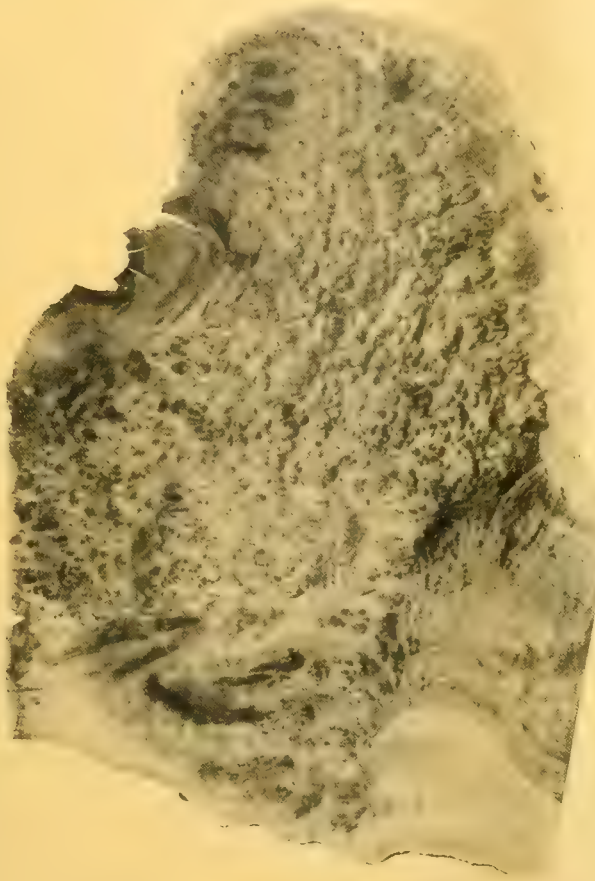
Antique furniture made with this fine old seasoned oak is invariably safe from detection, even by the most experienced of connoisseurs. Whenever they are doubtful of a particular piece of furniture they test their doubts by cutting a small V into the wood. Old wood and new are quickly detected by coloring, the older naturally being of a darker texture than its fellow. Fakers of antique furniture eschew the use of glue in their work, but have made for their purposes exact copies of the type of nails in use among old-time makers.

Cathedral Panel Salvaged

Not only are the timbers of old vessels pressed into this queer service, but, when opportunity offers, other old pieces of timber are purchased from housebreakers. Very recently some stout, beautifully carved panels from Winchester Cathedral (taken away for repairing purposes there) passed into a very exclusive little factory in a back turning in Shoreditch. There, by divers quaint processes, best known to the proprietor of the works and to his three sons, they will, in course of time, become faithful copies of real antique furniture, and as such will be sold at fancy prices in Bond Street and thereabouts.

The old fellow who guides the destinies of this particular factory for faking antique furniture is a consummate craftsman of his kind. He reproduces his pieces, faithful in every minute detail, from the real stuff.

He himself polishes very old oak by means of pumice powder. He obtains the effect of use and antiquity in such necessary cases as old oak chests by leaving them in the silt of a canal near by, where the sluggish tide carries a mass of rubble past them, thus rubbing them into the semblance of something worn by time and constant usage. The mud is not washed off afterwards, but is rubbed off by continuous rubbing with chamois leather.—W. C. R., in the (London) Evening News.



THIS beautiful burl is a representative sample of several carloads of Walnut Burls recently cut and on hand at our plant ready for shipment.

With an organization world-wide in its operations, you may rest assured that the type of figured veneer you want may be found at the *Willey* plant.

Veneer & Lumber

Walnut

American and Circassian

Mahogany

Quartered Oak

English Oak

Satinwood

Vermilion

Teak

Rosewood

And Many Other Foreign
and Domestic Woods



(1851)

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*

WHEN you are looking for veneer for a particular fine piece of work—or when the “ordinary” kind will serve just as well—you will find the resources of the *Willey* plant a great convenience—a time and trouble saver.

When you want small lots of various kinds of veneer and hardwood lumber, your requirements can be completely met at our mammoth plant, and shipped in one lot, reducing the risk of loss and damage, and effecting a saving in freight charges.

When only one small item is desired, you have the entire *Willey* stock and equipment to draw from and your orders will always have our customary careful and prompt attention.

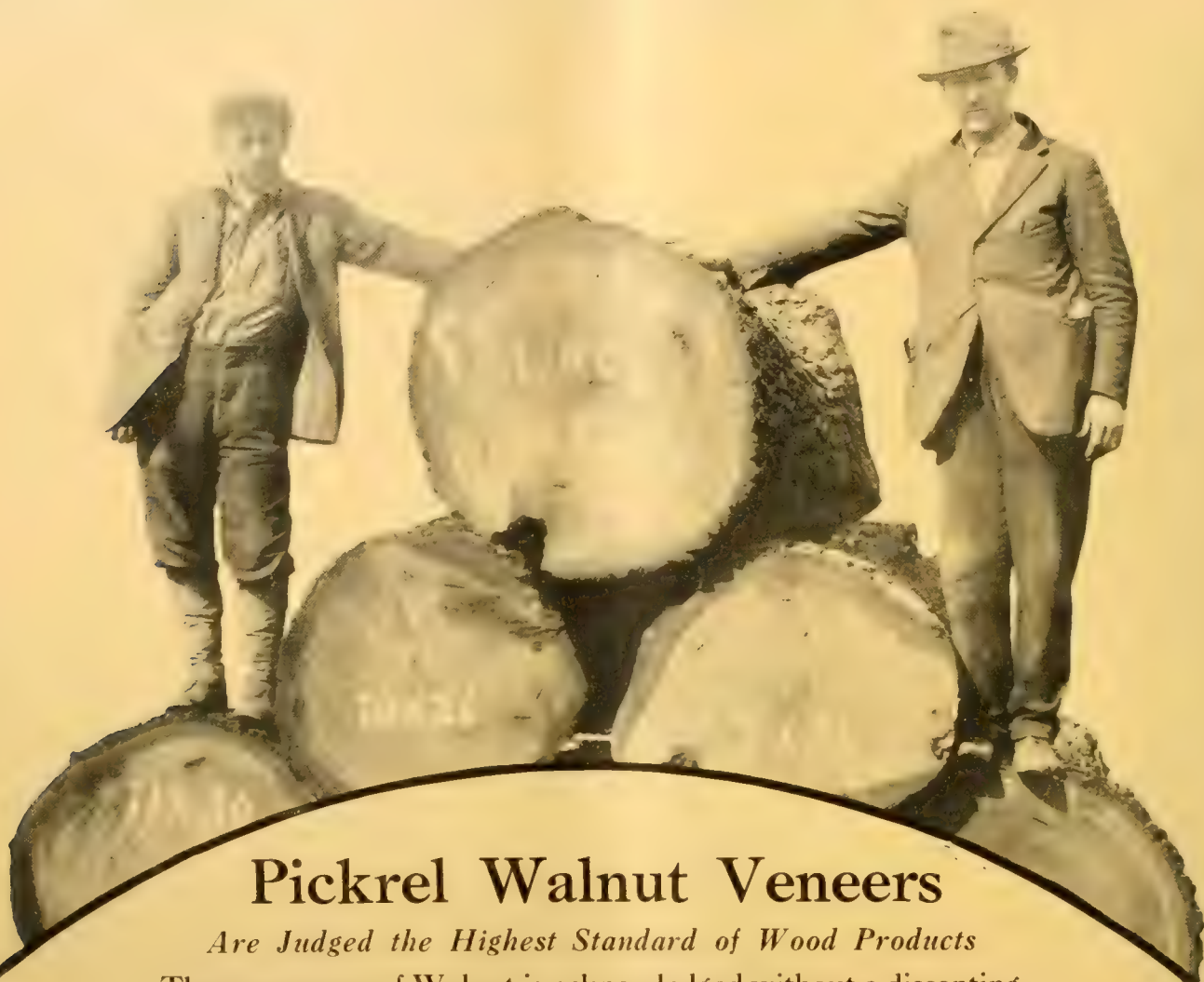
Some particularly beautiful, highly figured Walnut logs are just being manufactured—our stock is large and complete. Samples gladly sent to all who are interested.

C. L. WILLEY COMPANY

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CHICAGO

W. T. MOORE
Sales Representative for
Michigan
110 Pearl Street
Grand Rapids, Mich.

W. B. VAN
Eastern Sales
Representative
Everett Hotel,
Jamestown, N. Y.



Pickrel Walnut Veneers

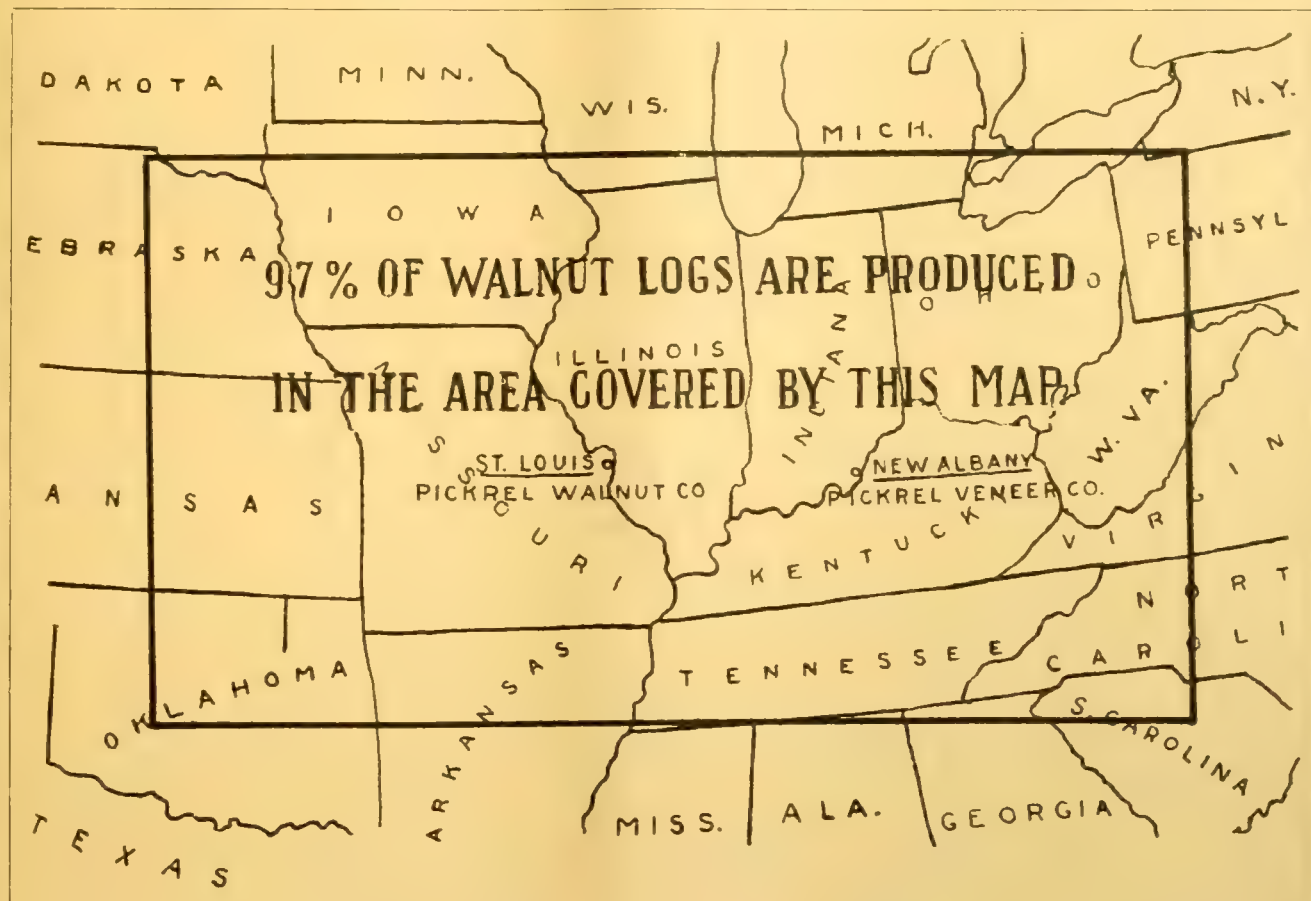
Are Judged the Highest Standard of Wood Products

The supremacy of Walnut is acknowledged without a dissenting voice. Its acceptance by the American public is so impressive as to have stamped it without doubt the most satisfying, the most versatile and the most beautiful of cabinet woods. Walnut Veneers present the product of the walnut tree in its most refined aspect and with the wonderful resources for log selection, the carefully planned details of production and the truly conscientious spirit which characterizes the walnut veneer offered by the PICKREL VENEER COMPANY, that product can truly be accepted as the ultimate refinement of the walnut producing art.

PICKREL WALNUT VENEERS are judged best because, first of the wonderful log selection, and secondly, of the wonderfully organized perfection of manufacture. A constant reserve of six to seven million feet of selected veneers is always on hand for the selection of discriminating buyers and our product is offered to the consuming trades through thoroughly experienced and constant and conscientious individual representation—a personal touch which will prove invaluable to those inquirers for our product who are interested in a low cost in working and a more finely finished article.

PICKREL VENEER COMPANY
NEW ALBANY, INDIANA

COLLECTION OF LOGS is the keynote of the Walnut Industry



HIGH FREIGHT RATES prohibit excessive hauls for walnut logs. But to produce a desirable selection and quality of lumber and veneers, a wide range of log supply is imperative. This map gives striking proof that through the strategic location of the Pickrel plants, buyers of Pickrel Walnut Lumber and Veneers are insured the pick of practically 100 per cent of the walnut region. Our product is offered on the market in line with lowest competitive prices.

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

Specialists in DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICHIGAN

Rotary Cut
**NORTHERN
VENEERS**

Members of
Maple Flooring
Mfrs.' Assn.

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers. We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring.

GET OUR PRICES

The Northwestern Coopersage & Lumber Company
CHICAGO OFFICES:
812 Monadnock Block
Gladstone, Michigan

MENE, MENE TEKEL UPHARSIM
(You are weighed in the balance and found wanting)
THE HANDWRITING ON THE WALL


*The wheel of progress turns steadily —
The oxcart, the horse, the auto, the aeroplane
mark successive steps in the advance
of civilization toward its goal.
Now the hot-pot and the flour-pastes —
non-waterproof and susceptible to heat —
give way to*

Casco
*Waterproof Glue —
Immensely strong —
Mixed in cold water —
Uniform — Economical —
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Write for "CASCO"
Red Book, a manual
on Veneers, Panel-
Making and Glue.

Samples of
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on request

THE CASEIN MANUFACTURING CO.
Largest and Longest Established Manufacturers
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15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities



(Continued from page 36)

divided by the area of the panel in square inches gives the pressure secured on the panel in pounds per square inch.

The pressure gauge reading must, therefore, vary with the size of the panels if the same amount of pressure per square inch is to be secured. For example, if the same gauge pressure is applied on panels 10 by 36 inches as on others 36 by 40 inches the pressure will be approximately four times as great per square inch in the first case as in the second.

From the considerations above the following formulas for the calculation of pressures are derived:

$$P = \frac{P' \times A'}{A} \quad (1)^*$$

OR

$$P' = \frac{P \times A}{A'} \quad (2)^*$$

Where P = gauge pressure in pounds per square inch.

P' = pressure on panels in pounds per square inch.

A = area of piston or ram in square inches.

A' = area of panel in square inches.

To illustrate the use of the formulas let the following case be assumed: On a hydraulic press with 10-inch piston what pressure gauge reading is necessary to secure 75 pounds per square inch on panels 24 by 48 inches. Use formula (1):

$$P = \frac{P' \times A'}{A}$$

Here P = gauge reading required

$P' = 75$

$A' = 24 \times 48$ or 1152 (area of panel)

$A = 3.1416 \times 5^2$ or 78.54, the area of the piston*

Thus $P = \frac{75 \times 1152}{78.54}$ or 1100 the required gauge reading.

Suppose the operator of the press should use the same gauge reading of 1100 pounds in pressing panels 8 by 36 inches, what would be the pressure on the panels in pounds per square inch?

*To determine accurately the exact pressure secured the weight of the platen to which the pressure is applied must be taken into consideration. For practical purposes, however it may be omitted from the calculation, as inaccuracies in the gauge reading, etc., may account for much larger errors. When the weight of the platen is taken into consideration the formulas become:

$$P = \frac{P' \times A'}{A} \text{ plus or minus } \frac{W}{A} \quad (3)$$

OR

$$P' = \frac{P \times A}{A'} \text{ minus or plus } \frac{W}{A'} \quad (4)$$

Where W = weight of the lower platen plus weight of panels or upper platen alone, as the case may be. The sign of the last member of equation (3) is plus when the pressure is applied by the lower platen and minus when applied by the upper. In equation (4) the reverse is true.

*The area of a circle is equal to 3.1416 times the square of the radius.

(Continued on page 44)

Have you ever looked at our line
—of—

American Walnut

Mahogany

Figured Red Gum

Good Selections at Most Interesting Prices

THE LOUISVILLE VENEER MILLS

Operating Veneer Saws, Slicers, Rotary Machines

LOUISVILLE, KENTUCKY

Some Fundamentals of Plywood Construction

(Continued from page 42)

Here use formula (2):

$$P' = \frac{P \times A}{A'}$$

P' = pressure actually secured on panel

P = 1100

A = 78.54

$A' = 8 \times 36$ or 288

1100×78.54

Then $P' = \frac{1100 \times 78.54}{288}$ or 300 pounds per square inch which is four times that used on the larger panels.

The necessity for calculating the required gauge reading for each size panel is thus obvious. A table, showing gauge readings to be used for all sized panels manufactured and for the different pressures used, can be computed and placed near the press where the operator may see at a glance the amount of pressure required on the gauge reading for each run of panels.

Drying Panels Made With Wet Glue

Panels made with wet glues take up a good deal of moisture and after coming from the press are usually placed on stickers and run into a kiln or left at room conditions for final drying. Drying under room conditions is slow and, because of the space required, is expensive. The use of panel kilns has become more common of late years. The necessity for quick drying of panels in connection with aircraft work has aided considerably in this development.

Results of experiments in kiln drying aircraft panels have indicated that the essential requirements of minimum injury to the material, a sufficiently rapid drying rate, and convenience and economy of operation can best be met by maintaining a constant temperature of about 120 degrees Fahrenheit and a constant maximum relative humidity which will permit the stock to dry down to the final degree of dryness desired, but which will not allow an appreciable amount of further drying below the required moisture content. The use of constant temperature and humidity conditions which will dry the panels to a definite moisture content makes the drying simple, safe, and easy. For panels of three- and five-ply veneer or of veneer faces and crossbanding and a thick core and glued at a low moisture content, drying at 120 degrees Fahrenheit and the necessary maximum humidity may be accomplished in from a few hours to over night. Temperatures above 120 degrees Fahrenheit have the advantage of decreasing the drying time but are more liable to lower the quality of the panel by inducing checking, warping, and open joints. Panels dried from a high to an excessively low moisture content are very liable to warp and should be dried relatively slowly.

Gluing by a Dry Glue Process

In connection with aircraft work a process of laying

veneer with dry glue was worked out at the Forest Products Laboratory.* It consists of making an adhesive by coating a tissue paper with blood albumin glue, allowing it to dry, and using the coated paper as the glue layer for plywood. The sheets of glue are alternated with sheets of veneer until the required number of plies is obtained and the whole is pressed in a hot press. The use of the dry glue enables the construction of plywood with the addition of little or no moisture. Veneers as thin as 1/150-inch can be glued successfully into thin sheets of plywood or panels. The process can be used with thicker stock but appears to be adapted especially to fancy, cross-grained, and very thin veneer. The method eliminates a number of troubles resulting from the use of wet glues, such as checking, warping, open joints, and overlaps, and makes the handling of thin material much easier. The preparation of the glue tissue is discussed more fully in a mimeograph, entitled "Blood Albumin Glues—Their Manufacture, Preparation and Application."

Factors Affecting the Warping of Plywood: Symmetrical Construction

On account of the great difference in shrinkage of wood in the direction parallel to the grain and perpendicular to it, a change in moisture content of plywood will inevitably either introduce or relieve internal stresses. Take for example, a three-ply construction and subject it to low humidity conditions so that the moisture content of the plywood is lowered. Because the grain of the core is at right angles to the grain of the faces, the core will tend to shrink a great deal more than the faces, in the direction of the grain of the faces. This shrinkage subjects the faces to compression stresses and the core to tensile stresses. If the faces are of exactly the same thickness and of like density, the stresses are symmetrically distributed and no cupping should ensue.

Now let it be assumed that one face of a three-ply panel has been glued with the grain in the **same** direction as the core, and that the moisture content of the panel is reduced. It is obvious that the internal stresses are now no longer symmetrically distributed, inasmuch as the compressive stresses in one face have been removed. This face now shrinks a great deal more than the other face in the direction of the grain of the latter. The result is that cupping takes place.

The necessity for exercising care in sanding the faces of a panel is obvious, inasmuch as different thicknesses on the faces would introduce unequal forces with changing moisture content and produce distortion.

In order to obtain symmetry it is also necessary that

*At least two patents on similar process have recently been discovered, one a British patent No. 17,327 issued in 1902 and the other U. S. patent No. 1,299,747 issued in 1919. The value of these patents is not definitely known, but it is suggested that anyone interested in producing this material should familiarize himself with them.

(Continued on page 50)

Contrasting Veneered Panels of Three Ages



Panel at top left was made in early 19th Century and is a fine example of marquetry.



Panel at bottom left is a valuable specimen of Spanish 16th Century inlay veneering—Scene probably illustrates an episode from Don Quixote.



Panel at bottom right is a matched burl walnut panel of a remarkably beautiful figure, showing the highest development of modern 20th Century panel making. This panel is in the American Walnut exhibit in the U. S. National Museum, Washington, D. C.



Note: All photos were loaned by American Walnut Manufacturers' Association. — The Editor.



LONG-KNIGHT LUMBER COMPANY

INDIANAPOLIS, INDIANA

WALNUT HARDWOODS

veneers

Mahogany, American Walnut, Quartered White Oak

MANUFACTURERS & WHOLESALE

A Dependable Source For Your Requirements

About One Million Feet of

PLYWOOD

3/16" to 1/2" in Thickness

AND

Over One and One-half
Million Feet of

veneers

in Stock. We make Panels
to Your Sizes in Car or
L. C. L. Lots.

QUALITY & SERVICE

Write or Wire for Price List

Geo. L. Waetjen & Co.

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MILWAUKEE

WISCONSIN

Keller Placed on Traffic Committee

John C. Keller, secretary and traffic manager of the Evansville Furniture Manufacturers' Association at Evansville, Ind., has been notified of his appointment on the sub-traffic committee of the National Council of Furniture Manufacturers' Association and he will accept the place. According to Mr. Keller five members are on the committee, one being appointed from each of the important furniture centers of the country. Mr. Keller is one of the best known traffic men in the country and he has been connected with the Evansville Furniture Manufacturers' Association for a number of years.

Bosse Sees Favorable Trade Outlook

Gilbert H. Bosse, manager of the Imperial Desk Company at Evansville, Ind., is looking for a live business during the coming fall and winter for desk manufacturers in the cities and towns of the central western states. The only thing that now stands in the way of increased business is the railroad strike that has created a car shortage. Manufacturers say this will pass away with the ending of the shopmen's strike and that by that time things will be booming. The resumption of operation of the coal mines in the southern part of Indiana has been a great boon to the manufacturers and they now are assured of coal at a more reasonable price, the desk manufacturers and others assert. Mr. Bosse says that the trade outlook now is much better than it was a year ago.

Top Company Increases Capital

The Wisconsin Top Manufacturing Company, Racine, Wis., has filed an amendment to its articles of incorporation increasing the capital stock to \$600,000, consisting of 5,000 shares of common stock and 1,000 shares of preferred stock.

Can You Answer These Questions on the Gluing of Wood?

1. At what temperature should animal glue be melted and kept before using in order to reduce deterioration to the minimum? What effect does a temperature much above or below the correct temperature have on animal glue?
2. Can a strong joint be made with animal glue after it has chilled on the wood and formed a firm jelly?
3. What is the most desirable pressure to use in gluing joints?
4. What are the principal causes of starved joints?
5. On which are starved joints most likely to occur, white oak or birch?
6. List in order the following glues from the highest to the lowest in water resistance: high-grade animal, blood albumin, casein and vegetable.
7. What are the chief causes of warping in plywood?
8. What causes sunken joints in veneered panels?
9. Name two detrimental effects possible from heating wood before gluing.
10. Will tooth planing the wood before gluing make a stronger joint?

These are just a few of the points that will be discussed in the short course of instruction in the gluing of wood which will be given at the United States Forest Products Laboratory, Madison, Wis., September 11 to 16, 1922.

A Comprehensive Book on Glue

The manufacturer of plywood or of veneered products should find much both interesting and instructive in the book on "Modern Glues and Glue Handling," written by Clyde H. Teesdale, A. B., and C. Mortimer Bezeau. The title of certain chapters, "Glue Room Equipment," "Veneering Scroll Work," "Laying Fine Face Veneers," suggest the value of this book to the woodworking establishment using veneers. In fact, the whole subject of glue, from the historical beginnings of its use to methods of selling is treated comprehensively in this book. The book is published by the Periodical Publishing Company, Grand Rapids, Mich.

Allen Remains Head of Allen-Eaton Company

W. H. Russe, who recently purchased the interest of J. Q. Eaton, Memphis, and Otis A. Felger, Grand Rapids, Mich., in the Allen-Eaton Panel Company, has been elected secretary-treasurer of that firm. He was vice-president before acquisition of his additional interest therein and he is therefore vice-president and secretary-treasurer. C. B. Allen continues as president, and there will be no other changes in official personnel.

The plant is on the eve of resuming operations. Mr. Russe has taken hold with characteristic energy, with the result that plenty of coal has been secured, while logs are in the pond in sufficient volume to enable working pretty close to capacity. Mr. Allen is off now on a selling trip. Mr. Russe says that demand is fairly active and that prices, while lower than they should be, are fairly remunerative.

The next exposition of Jamestown, N. Y., furniture manufacturers is to be held from October 30 to November 11.

Walnut that adds to the quality of your goods

"Pigs is pigs," so they say. And walnut is walnut. But there are guinea pigs, and razor backs, and Durocs, and just plain hogs.

And there is plain ordinary walnut and the IOWA walnut that grows in the black, rich soil of Iowa river valleys and grows finer in texture and more beautiful in marking and greater in strength, just as corn grows taller here than anywhere else in the world.

Its superior quality adds to your quality, and makes your goods sell better.



Write
or wire
us your needs
and let us
show you

Des Moines Sawmill Company

1021 Murphy Street
Des Moines, Iowa

The COE ROLLER VENEER DRYER

Is Synonymous with **DRYING EFFICIENCY**

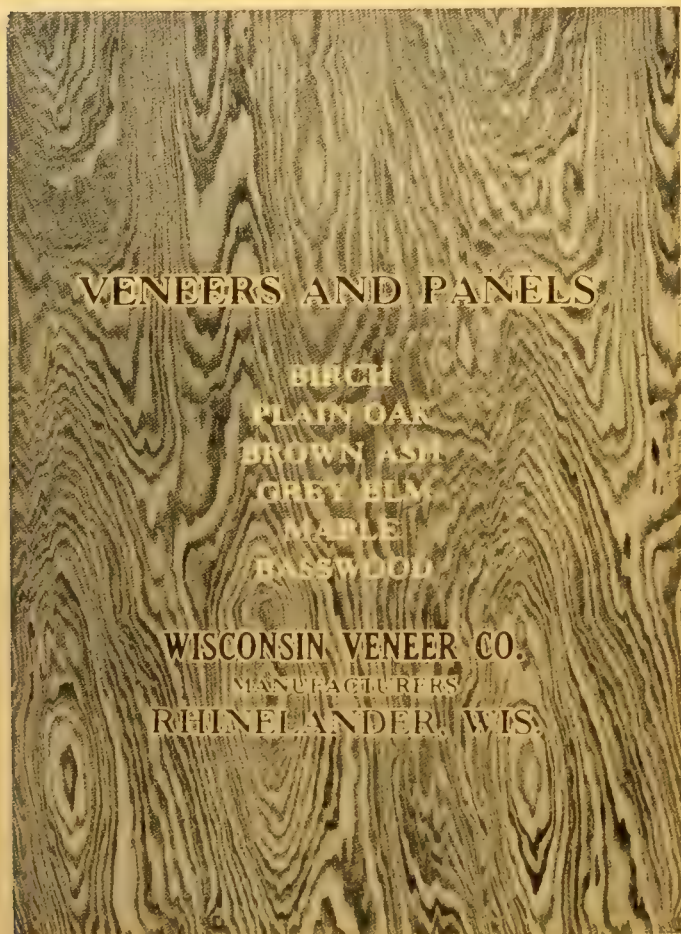
If you are trying to dry your veneer without the aid of this wonderful machine you are doing yourself and your product an injustice. If you desire to perfect your product you will do well to investigate the merits of our dryer.

The New Twentieth Century Coe Veneer Lathe

Is another machine that it is hard for a veneer manufacturer to be without

We will be prepared in a short time to send you a new Clipper bulletin, in which you will find described our style L Clipper, with the automatic stop

The Coe Manufacturing Company, Painesville, Ohio, U. S. A.



Brief Items Concerning Veneer and Panel Producers and Consumers

The Springfield Furniture Company has been incorporated by H. B. McDaniel, M. Holbrook, Burke Holbrook, M. W. Coolbaugh and G. H. Rackett at Springfield, Mo. Its capital is \$200,000.

The Estey Piano Company at New York, N. Y., has changed its name to the Estey Welte Corporation.

The style of the Neal-Veneer Company at Brewton, Ala., and Blountstown, Fla., is now the Neal Lumber and Manufacturing Company.

The Florida Veneer & Crate Company has been incorporated at Brooksville, Fla.

The American Panel Company, the Cattaraugus Wood Products Company and the Setter Brothers Company, all of Cattaraugus, N. Y., have consolidated as the Setter Bros. (Inc.)

The Reed-Edwards Company will manufacture furniture, toys, and novelties at Alliance, O., and has incorporated at \$10,000.

The Standard Veneer & Plywood Company has recently incorporated at Stockholm, Maine.

W. A. Pedlea, Joseph Aronson and M. Aronson have incorporated at \$10,000 as the Hearthstone Furniture Company, New York, N. Y.

The Criswell Furniture Company, Grand Rapids, Mich., has been succeeded by the Johnson Furniture Company.

At New York, N. Y., the Chesteron Furniture Company has been formed by M. Huller, M. Kessler and R. Scheinwald, with a capitalization of \$10,000.

The Forsyth Dining Room Furniture Company and the Forsyth Furniture Company at Winston-Salem, N. C., have been succeeded by the Forsyth Furniture Lines (Inc.)

A new corporation at Brooklyn, N. Y., is the Rockford Case Goods Company, M. Susman, A. Rudnitsky and A. Susman being the incorporators; capital, \$25,000.

Burt Bros., Philadelphia, have recently changed the style to Burt Bros., Inc., the officers of the corporation being C. H. Burt, president; H. C. Burt, son of C. H., vice-president, and Florence M. Livezey, a daughter, secretary.

The Rapids Furniture Company is manufacturing living room furniture at 615 Crofton avenue, S. E., Grand Rapids, Mich.

Frank C. Rice, Chester H. Herrick and Benjamin Benson have purchased the C. W. Herrick Manufacturing Company, Falconer, N. Y., and dining room furniture will be manufactured as heretofore.

With a capitalization of \$15,000 the Mills Furniture Corporation has been incorporated at New York City, the interested parties being J. Miller, D. Millstein and H. Millstein.

The Kewaunee Manufacturing Company, of Kewaunee, Wis., is operating on an overtime schedule in an effort to keep pace with the large number of orders. Additional men have been given employment and the company is seeking more help. Construction work on a new addition to the plant on building A has already begun.



Hoffman Brothers Company

ESTABLISHED 1867

INCORPORATED 1904

**VENEERS
HARDWOOD LUMBER**

800 W. Main St., FORT WAYNE, IND.

Plants: Fort Wayne, Ind. Kendallville, Ind. Burnside, Ky.

CLICK'S VENEER TABLES

Written by a Practical Veneer Manufacturer

—indispensable to handlers of veneers, boxes, cut lumber, etc., for quickly determining square feet contents.

—the entirely new arrangement is simple and convenient, and it takes only half the time to find the figure you want.

Yet there are almost five times as many dimensions worked out as in any other book.

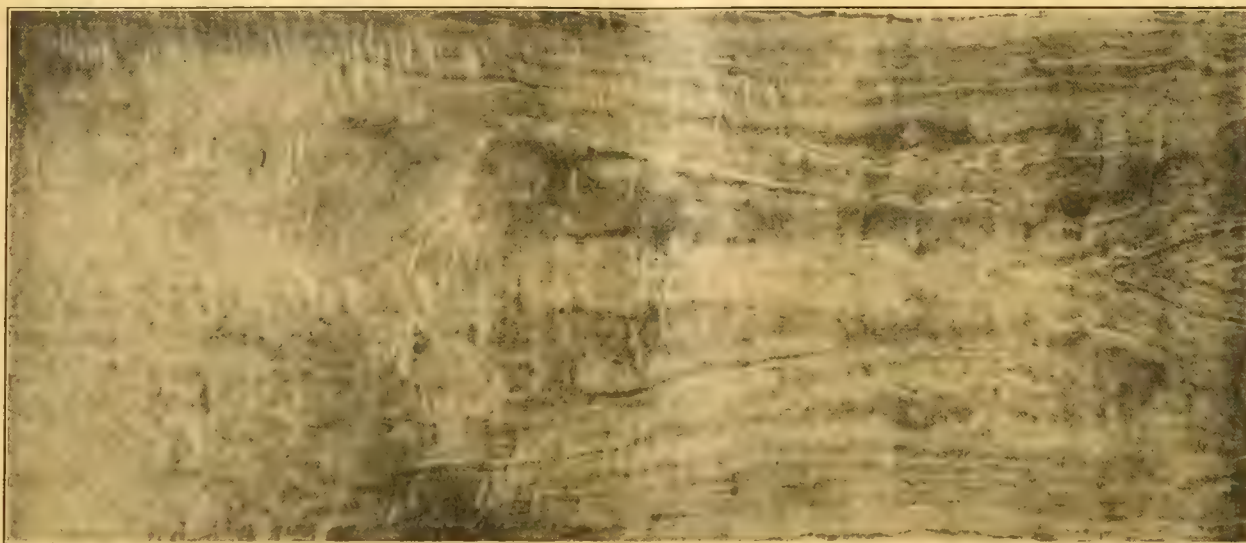
—the tables cover all inches and fractions from 1/16 inch to 148 inches. However, the 1/16 inch fractions are in convenient supplemental tables, the main table being based on the more commonly used 1/8 inch fractions.

—additional tables give cubic feet contents of logs and value of any log bought by the cord of 128 feet.

—clearly printed on white Hammermill Bond paper and strongly bound in red leather. Write for circular showing exact size and arrangement of pages.

The Most Up-to-Date and Practical Tables Published

Sold Only by HARDWOOD RECORD
537 S. Dearborn Street, Chicago, Ill.



By Courtesy American Walnut Manufacturers' Association

A Two-Piece Matched Walnut Panel of Figured Rotary Veneer

(Continued from page 44)

both faces of symmetrical plies be of the same species, or species of approximately the same properties.

To summarize: A veneer panel to retain its form with changes of moisture must be symmetrically constructed. Symmetry is obtained by using an odd number of plies. The plies should be so arranged that for any ply of a particular thickness there is a parallel ply of the same thickness and of the same species on the opposite side of the core and equally removed from the core.

Direction of the Grain of the Plies

In the discussion of symmetry of construction it was understood that the successive plies were always glued with the grain either parallel or exactly at right angles to the core. In careless construction this may not always be the case. Tests have shown that deviations as small as five degrees from the standard 90-degree construction may introduce considerable twisting.

In building up a three-ply veneer panel the core should be glued with the grain at 90 degrees with the faces, or as close as this is feasible.

The previous discussion brought out the fact that a change in moisture content of a panel may introduce cupping and twisting in the panel if it is not carefully constructed. Hence it is highly desirable that all plies be at about the same moisture content before gluing, and that the moisture content of the panel when it leaves the drying room should be about the same as it will average when in use. The limits of from 10 to 15 per cent moisture in the finished panel will usually give satisfactory results when the panel is in service in the open air.

Moisture Content

The moisture content of the plies should be varied for the purpose for which the plywood is to be used. Veneer for furniture panels should generally be low in moisture, so that when removed from the press the moisture content, increased by the moisture from the glue, will be as near

as possible to that required for factory use. For fancy, cross-grained veneer the gluing at low moisture content is of particular importance, since drying of the panel frequently results in checking of the face. Non-water-resistant glues also require the use of dry veneer, but with casein and blood glues it is possible to use wet veneer.

Good strength and water resistance can be obtained with these water-resistant glues with veneer at a moisture content as high as 50 per cent. For maximum wet strength of plywood the veneer should be glued at a moisture content which would bring the panels to about 30 per cent or more when removed from the press. The high moisture content of the panels made in this way necessitates considerable care in drying if a good quality panel is to be secured, and it is improbable that much use can be made of this method of gluing in furniture manufacture. It offers possibilities, however, for cutting costs in the manufacture of articles where glue strength, water resistance, or speed of manufacture is more important than appearance.

Relation of Density of Veneer to Warping

Numerous tests have shown that the warping of plywood panels when subjected to varying moisture contents is least for the panels made of low density veneer, such as basswood, poplar, and cedar, and that, in general, warping increases with increasing density.

Effect on Warping of Increasing the Ratio of the Core to the Total Plywood Thickness

A high proportion of core to total plywood thickness helps to maintain a flat unwarped surface. In general, the core should comprise 5/10 to 7/10 of the total thickness of the panel where flatness is an important consideration. Of three-ply panels having cores of the same weight the panels having cores of low density, such as poplar and basswood, will, in general, show less warping than the panels having high density cores, such as maple and birch.

(Continued from page 33)

ment of a new manager for the hardwood department, Harvey Moynan, assistant in charge of the department. Mr. Moynan succeeds Chris A. Walker, who resigns to go with the Hoffman Brothers Company of Fort Wayne, Ind.

Henry Ford is beginning to look South for his spokes, according to indications reaching here. The Yazoo Spoke Company of Yazoo, Miss., reports that within the past few days it was the recipient of one of the largest orders for spokes ever placed by Mr. Ford.

"The Imperial Lumber & Stave Export Company" is the name of the latest entrant into the exporting business at New Orleans. The new outfit is composed of C. J. Hay and W. C. Campbell and occupies offices in the Canal-Commercial Bank building. Mr. Hay is president and Mr. Campbell is vice-president of the new venture. Both are well known to the lumber trade and more especially so to the stave export phase of it.

Jerusalem, ancient, Biblical Jerusalem, is entering the Southern hardwood market of the United States of America for cross-ties. A cargo of 37,500 oak cross-ties left the port of Mobile, Ala., some days since bound for Haifa to be forwarded thence to Jerusalem.

WISCONSIN

The Rockwell Manufacturing Co., of Milwaukee, has plans under way for the construction of a factory building on Park place. The structure will be one story, 200 by 54 feet, concrete foundation, brick walls, wood trusses. The general contract has already been awarded.

Construction of a factory addition to the plant of the Seaman Body Corporation, 1732 Richards street, Milwaukee, is to be started shortly. Bids have been closed for a brick and timber structure, L-shaped, 423 by 100 and 225 by 100 feet, construction to be similar to present plant.

Work has begun on the excavating for the new dry kiln to be erected at Center and Eight streets, Racine, by the H. & M. Body Corporation. The rapidly growing business of this concern has necessitated the construction of additional dry kiln facilities.

The big sawmill of the Connor Land & Lumber Co., at Laona, is to be closed for extensive repairs and overhauling. New machinery will be installed in the plants. The work will require several weeks and operations are expected to be resumed by early fall.

A. J. Tipler has acquired the interests of W. J. Grossman in the Tipler-Grossman Lumber Co., hardwood manufacturer and wholesaler, Green Bay. The present policies of the concern will be continued. The company will continue manufacturing lumber at its modern band mill at Tipler, Wis.

The Universal Fibre Co. has leased as an addition to its plant at Sheboygan a building 50 by 75 feet. The company recently increased its capital stock from \$5,000 to \$25,000 and is expanding its production of fibre furniture. Last November the concern started in business at 1002 Indiana avenue and has enjoyed a steady growth.

S. C. Close, of the Close Lumber Co., Minneapolis, was seriously injured in an automobile accident when the car in which he was riding collided with another machine near Wausau. Mr. Close was riding with his brother-in-law, E. O. Farber, a jeweler of Merrill, Wis., who, with other occupants, also sustained injuries.

Construction work is progressing on the plant of the United Shoe Last Co., at Crystal Falls. The big structure is now enclosed and the roof completed. A combined warehouse and dry kiln building is yet to be constructed. This will be 400 by 58 feet, containing twelve dry kilns 20 feet square and 12 feet high.

The Langlade Lumber Co., Antigo, has begun clearing the right-of-way for an extension of its logging railroad. It will be about eight miles long and extend south from Pearson into the northern part of the town of Price, tapping the largest timber holdings of the company. The company is operating two summer logging camps and loading crews are moving out logs of last winter's cut. Five or six lumber camps will be operated by the company next year, and its jobbers will run about as many more. The sawmill at Antigo has been shut down for overhauling while the planing mill is continuing to operate.

According to advices received in Milwaukee from Washington, D. C., the Interstate Commerce Commission will take until April 29 next year to thoroughly investigate lumber rates from California to Wisconsin and Minnesota. The commission has suspended a proposed change in new individual joint rates and regulations on lumber until that date. Rates now in effect will continue until the commission has thoroughly gone into the matter.

It is hoped to begin operations of the new Automatic Seating Co. plant at Superior in September, according to John Grieff, secretary and treasurer of the newly organized concern. The company will manufacture a new style chair in the former American Bedding Co. plant. Perry J. Ekstrand is president and George Carlson vice-president. The firm was incorporated for \$200,000. The new chair is so constructed that the seat raises and lowers automatically as the person using it sits down or rises.

The J. W. Wells Lumber Co. and the Von Platen-Fox Company are the only Upper Peninsula firms that are conducting logging operations on an extensive scale at this time. The coal shortage is being felt while full

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crews are difficult to maintain. The hot weather and insects are the objections registered by the men against summer logging. Several other large operators have suspended because a shortage of logs. The I. Stephenson Company, operating a large plant at Wells, is preparing to resume operations on a large scale along the Escanaba & Lake Superior line in the Ralph district.

TORONTO

The position of Commissioner of Conservation at \$10,000 per year, a new post in connection with Ontario's forests, has been offered to Judson Clarke, the forestry expert, who has declined it with thanks. Mr. Clarke has large timber interests in Canada, and as a result of his recommendations it is a foregone conclusion that the Doyle rule, which for time immemorial has been used for the measuring of lumber contents of logs, will be abandoned and a more accurate system adopted in Canada.

The Nipissing Lumber Company, Ltd., which was dealing in hardwood and general lumber, has surrendered its charter and the Government has cancelled it.

The K. & S. Tire Rubber Goods, Ltd., Paton Road, Toronto, has disposed of its western factory in this city to the Satin Finish Hardwood Flooring Company for \$45,000. The company, which was recently incorporated, is capitalized at \$100,000 and is under the management of W. C. Gardiner, formerly of the Builders' Moulding, Toronto, who is the president, and W. T. Cole, secretary-treasurer.

Sparks' sawmill at Osseo, on the Elk Lake branch of the T. & N. O., near Englehart, Ont., was completely destroyed by fire and 800,000 feet of lumber, including a lot of hardwood stuff, lost.

The Muskoka Wood Manufacturing Company of Huntsville, Ont., whose hardwood flooring plant and sawmill were destroyed by fire recently, have rebuilt the sawmill and have resumed operations. The mill is 40x125 feet with a capacity of 45,000 feet of hardwood or the same quantity of softwood in ten hours. Nothing has definitely been decided upon as yet in connection with the rebuilding of the hardwood plant.

The Kingston Road Lumber Company, 828 Kingston Road, Toronto, have acquired a site at Scarboro Junction, about two miles east of their present one, and will open up another yard at the new location. A stock of hardwood and other lumburs will be placed there and in the spring the company will erect a planing mill.

Word from New Brunswick is to the effect that the recent reduction in railway freight rates has had a good effect in the province, as it has stimulated the export lumber trade and from indications the accumulations of years in the millyards and vacant lots all over the province will be moved.

Hon. T. Dufferin Pattullo, Minister of Land and Forests in the British Columbia Cabinet, was a visitor to Toronto during the past few days. Hon. Mr. Pattullo is the first Cabinet Minister to utilize air craft in the discharge of official duties, he having taken a seaplane trip recently, visiting many points on Vancouver Island and the Mainland Coast. British Columbia now uses seaplanes as an essential part of its forest protection system, thereby economizing greatly the traveling time of its chief officials.

H. E. Howe, who for the past ten years has been manager of the sawmill department of the Belgian Industrial Company, and is well known to the hardwood lumbermen of Ontario, has gone into the wholesale and retail lumber business for himself at Shawinigan Falls, Que., and among other lines will handle hardwoods.

The Clatworthy Lumber Company, Ltd., London, Ont., which was recently incorporated, has elected A. J. Clatworthy of Granton, president; T. A. Clatworthy, vice president, and M. F. Clatworthy, secretary-treasurer. A. J. Clatworthy is a director of the Southwestern Ontario Retail Lumber Dealers' Association.

Loss, estimated at \$10,000, was sustained by the burning a few days ago of the saw and planing mills belonging to D. E. Wallace, at Thamesville, Ont. An overheated planer is stated to have caused the blaze.

Alex. L. MacLaurin, president of the Campbell-MacLaurin Lumber Company, Montreal, and of MacLaurin Bros., Ltd., Lachine, and widely known in the Canadian hardwood lumber trade, died a few days ago in the Montreal General Hospital. The late Mr. MacLaurin was connected with many lumbering and allied industries and was an outstanding figure in Canadian business circles generally.

The Hardwood Market

BUFFALO

The hardwood trade is on a pretty good scale, considering the transportation difficulties which have been encountered for several weeks. These have made it difficult to get lumber from distant mills, and to some extent

the Buffalo market has been helped thereby. Consumers who have been in a hurry for stock have been placing their orders here, knowing that this market held a good assortment of everything in the hardwood line. If the strike should last for a number of weeks, the local yards would undoubtedly be cleared out of a large amount of lumber.

Among the woods leading in the demand are oak, ash and maple, with a fair amount of cypress selling at some yards. Most manufacturing plants are buying in a cautious manner, feeling that the times are so uncertain that production may have to be checked by a shortage of fuel or of cars. A good many manufacturing plants are short of coal and are unwilling to buy much at the prices now asked for it. Car shortage is not as pronounced in this territory as in some others.

Very little lumber is moving by lake this summer, owing to the shortage of fuel and the high prices asked for what is available. The partial settlement of the coal strike which was reached at Cleveland has not yet resulted in any largely increased coal movement to the lakes, but early improvement is looked for.

A good deal of hardwood for fuel is expected to be used the coming winter, as coal will be very scarce, in all probability. At present seasoned maple is being offered at about \$5 a cord at country points, a price which is likely to look cheap within a short time.

PHILADELPHIA

The hardwood situation here is less favorable than it was a month ago. This is due, dealers maintain, to the unsettled conditions incident to the strikes and the car shortage and general difficulties of rail transportation. In addition, the old distressing price-cutting war on low grades has been resumed with the result that the widest line of quotations may be obtained for the under cuts. This is particularly true of floorings, which are selling for almost anything.

Uppers were less firm during the past week, but the differences in price are scarcely worth mentioning. Lowers all along the line have gone down. Industrial buying has been less active due to the strikes although the shipyards, now crowded with work, maintain a fine flow of orders. Several specialty lines are also doing well and one or two companies, such as the Baldwin Locomotive Works, Brill Car Works, etc., are doing nicely. With the tariff out of the way there is a fine business forthcoming in the great textile section of this city. The mills have been refraining from ordering not only spindles but for almost all their lines.

Hardwoods used in house construction, particularly floorings, have been very active of late, but seem to be lessening in volume this week.

Curiously the railroads are said to be in the market for considerable material. Another situation of great interest to hardwood dealers is that in the anthracite fields. Just as soon as the strike is settled there will be a fine flow of business for mine timbers and for the hundred and one grades employed in and around the mines.

BOSTON

Trade in hardwoods in Boston has improved considerably of late, but this improvement unfortunately has been largely nullified in value by the effects of the present railroad situation. Many consumers are hesitating about placing orders at the present time owing to the general difficulty of wholesalers in making promises of value on the matter of date of delivery. This is the stumbling block of the present situation in hardwoods here. But, somewhat compensating for this, there are some consumers who are buying now rather than take the risk of having no lumber at all when they most need it later. As a result of this situation, prices show considerable variation as among the different mills supplying the wholesalers. Some very wide ranges have resulted here, in some instances amounting to as much as \$25. The lower prices quoted, also, are not wholly the result of cheaper quality for good quality is the one big thing beside date of delivery buyers just now are fussy about. Transportation difficulties are hampering badly all dealers here in northern or southern hardwoods. Inquiry for hardwood flooring is fairly good, and demand, while fair, is not so good as a little while ago when opportunities of getting it were better, though the need for it is great to finish up dwelling houses and other structures. Maple is wanted for shoe last work. Poplar is in demand for crating and specially box work. Oak, especially plain, is in fair demand. Export here is slight just now. Birch, sap and red, is in fair demand and firm. Bulk of demand is from hardwood yards and furniture people. Piano people are acquiring considerably and buying fairly well considering conditions noted above. Demand and inquiry from chair makers is not yet right.

BALTIMORE

Along with other divisions of the lumber trade the hardwood manufacturers and distributors are troubled just now by the impairment of transportation as the result of the railroad and coal strikes, and more or less difficulty is being experienced in the matter of filling orders. Fur-

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thermore, production has been affected in the South by car shortage and an excess of rain, and in the North by insufficient labor. The transportation difficulties will not have an unfavorable effect upon the level of values, tending, on the contrary, to force up the figures. But when it comes to the volume of business, that is another matter, and the deficiency now recorded may not be made up for some time. It seems likely that with the embargoes removed, there will be a rush to get stocks, more or less depletion having taken place. A large quantity of lumber will be absorbed before the assortments are brought up to their previous fullness, with an adequate selection in all grades. There is also the expansion in the export trade to be taken into account. Buyers on the other side are far more disposed to take up American hardwoods than was the case not so long ago, and there is every indication that extensive quantities of lumber will be taken care of in this way. Altogether, the outlook is to be regarded as very encouraging.

COLUMBUS

Trade in hardwoods in Central Ohio has been rather brisk during the past fortnight. Buying on the part of retailers is still the best feature but on the other hand there is a gradual increase in orders from factories making boxes, implements, automobiles and musical instruments. Casket manufacturers are also good purchasers. Railroads are showing a tendency to enter the market at the present time and more active buying from that source is anticipated in a short time. Prices are rather firm all along the line and the tendency of the market is upwards. There is now less cutting to force trade. Reports show that the higher grades of oak, chestnut and poplar are rather scarce and this has the effect of switching the demand to the medium and lower grades. Dry stocks are not plentiful in any section. Shipments are coming out promptly as a rule but some delay is occasioned in certain localities by a shortage of cars.

CINCINNATI

The Cincinnati hardwood market is virtually at a standstill at the present time, due to the traffic tie-up which is stopping nearly all movement from the South. This hindrance comes just at a time when demand and inquiry have picked up wonderfully, especially for finish, which is badly needed in the building industry to complete homes which were started in

the spring. The fact is that with all the bad features that the rail situation has brought, there has come a really good demand from some sources of the hardwood market and prospects of a better demand from others. Shipments from producing points in the South and West Virginia during the past two weeks were worse than during any other period since the shopmen's strike. As a result of this condition, many distributors were forced to pass up orders, while others are experiencing considerable difficulty in filling orders contracted for sometime ago. The industrial demand is about as good as could be expected under prevailing conditions. The furniture and automobile manufacturers are the best customers, although the railroads, box, coffin and implement manufacturers have placed several large orders. There is a general good demand in this market for rough oak, sap gum, quartered sap and poplar, with the stress on sap gum. With the settlement of the coal strike, dealers look forward for some business from this industry for mine timbers. The building industry is buying its share of hardwoods, although some construction work is being held up because of the inability of the builders to get building materials in any large quantities. Buyers placing orders now want immediate shipment and this is working a hardship on the trade. The export trade is very quiet. What business is being accepted now is on condition that it require as prompt shipment as the railroads will permit.

CLEVELAND

According to latest reports, the hardwood market is not only proving strong as dealers predicted last month, but has shown a tendency to become even firmer.

Flooring is in good demand, due to building activities, and the automobile industry, and furniture men are also creating a big market for hardwood.

Dealers claim that the price of hardwood has remained firm for the last few weeks.

INDIANAPOLIS

With the settlement of the coal strike and the assurance that the wood-working industries of Indiana will have sufficient coal to operate at will, the distributors of hardwoods believe the fall season will be one of the best in the history of the state. Many of the industrials were hard hit because of the coal strike and the resultant shortage. It was necessary

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6/4" No. 3, Reg. Widths & Lengths..... 5 Mos. Dry
SOFT ELM
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for many to curtail production just at a time when they wished to expand. Few, however, were forced to shut down their plants altogether. Prices are at high levels and stocks are in poor shape generally. During the past two weeks the car situation has become an important factor especially to the retailer, who was operating with light stocks not expecting the new construction volume to create such a demand upon his supplies. The industrials are fairly well supplied, but with an expansion in production, as is certain in the furniture industry, there will be a scramble for raw materials. There has been an improvement in the business of manufacturers of musical instruments during the past two weeks and some of the plants in Indiana report some nice orders.

EVANSVILLE

The strike of the railroad shopmen has delayed shipments to a certain extent, according to the hardwood lumber manufacturers and the wholesalers in Evansville and southern Indiana. The demand for the various grades of hardwood has been very good during the past two weeks and prices on some of the grades have been tending upward owing to the low stocks reported and the car shortage coming in the wake of the railroad strikes. The various wood consuming factories in Evansville and towns in the tri-state section are being operated steadily and in some instances they are running on a pre-war basis and everything would be all right, the manufacturers assert, if only the railroad strike came to an end. The indications were before the strike started that the coming fall and winter would witness a great revival in business and this improvement will come in the event the strike is not further prolonged. General business conditions are improving steadily in spite of the strike and there are fewer men now out of employment than there were at the beginning of the present year. The retail lumber trade is holding its own very well. Planing mills have been getting a lot of repair work for several months past and new business also has been picking up some. Box manufacturers report their business has been interfered with to some extent by the railroad strike. Stave manufacturers say that their business is not picking up to any great extent. Plow manufacturers are looking for a splendid fall trade in the South and Southwest. Wagon manufacturers also are looking for a better trade than last year. Of course, this increase in trade depends largely upon when the railroad strike is settled. But things look quite encouraging. Reports from the rural communities are more encouraging than they have been at any time since the closing of the world war. Farmers are spending more money and they will have a great deal more money when this year's crops have been sold. Manufacturers of lumber report that logs are coming in more freely and many of the manufacturers will lay in liberal supplies of logs during the fall months for winter use. Logging has been resumed on a large scale along Green and Barren rivers in western Kentucky.

MEMPHIS

All indications, according to prominent members of the industry, point to a volume of business in hardwood lumber and forest products this fall and winter that will be limited only by two factors—available supply of lumber and available supply of cars.

Demand is steadily broadening and promises to assume record proportions as soon as the prospective settlement, in their entirety, of the coal and railway strikes releases the large volume of orders that have been held up pending a better supply of fuel for consuming interests throughout the country. It is conceded that stocks in the hands of these interests are comparatively light and that, once they are assured an adequate supply of fuel, they will get away from the policy of hand-to-mouth buying which has been in evidence for an almost indefinite period.

It is likewise regarded as virtually certain that the trend of prices for hardwood lumber and forest products will be upward, but, even so, hardwood interests are none too optimistic over the outlook because of the threatening transportation situation which promises not only to materially curtail production but which also promises to interfere materially with the supply of cars for distribution of hardwood lumber and forest products. Periods of high prices, due to restricted production and limited distribution, such as experienced during 1919 and the earlier months of 1920, are not regarded by the trade as nearly so satisfactory as those when prices are on a normal and well stabilized basis and when the movement of hardwood lumber and forest products is steady.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, with 550 members in the hardwood producing territory handling over 600,000 cars of hardwood lumber and forest products annually, discusses elsewhere in this issue of HARDWOOD RECORD transportation conditions as they exist at present as touching the industry and as they promise to develop during the next few weeks. Suffice it to say here that the shortage of flat cars is already seriously restricting the movement of logs to the mills and that the shortage of gondola and box cars is likewise seriously interfering with the distribution of hardwood lumber and forest products. Embargoes are also showing up in a number of directions and transportation difficulties are growing more acute each week.

As to present market conditions: Demand is quite satisfactory. All

firms engaged in the hardwood business in Memphis and the Memphis territory are finding plenty of orders for all the lumber they have ready for delivery. Even Nos. 2 and 3 common, which were extremely slow for an almost indefinite period, are moving in considerable volume and at somewhat better prices. Box and heavy crate manufacturers are absorbing low grade cottonwood, gum, oak and other hardwoods in a larger way than for more than two years and the somewhat burdensome surplus of lumber of this character is rapidly passing into consumption. The call for No. 1 common and better is very good. There is even an increased demand for veneers which have been rather dull and inactive for many months. Manufacturers of furniture, office fixtures and equipment, musical instruments and other products are entering the market for veneers and this represents a distinct improvement in the general hardwood situation. Demand for veneers is not normal even yet, but a beginning has been made and added impetus is expected when the railway and coal strikes are settled.

Flooring manufacturers are taking practically all the Nos. 1 and 2 common oak in both red and white plain sawn and they are paying higher prices than a short time ago, in the effort to stimulate production. There is every indication that the construction program in the United States will be adversely affected by the increasingly adverse transportation situation, but demand is still very large for pine lumber, and hardwood interests, including flooring manufacturers, feel confident that, so long as pine is in demand, hardwoods will follow in its wake. Certainly hardwood flooring manufacturers are not showing the least sign of checking their activity. Other building trade interests are buying in fair volume though perhaps not quite as heavily as recently. Furniture manufacturers are, in some instances, delaying placing orders in volume, pending clearing of the fuel supply situation. Others, however, are laying in supplies of lumber while transportation facilities are still available, with the result that furniture interests are making a pretty full contribution to the present quota of orders received. Automobile interests are good buyers of elm, ash, gum and other southern hardwoods and there is increasing demand from manufacturers of agricultural implements and vehicles, based primarily on the belief that indicated prosperity of the agricultural population will provide ready outlets for these products. Export demand is expanding most satisfactorily. The American Overseas Forwarding Company reports that its business thus far in August is more than double the corresponding period in July. During that month total exports were about 4,000,000 feet. On the present basis, the figures for August will exceed 8,000,000 feet, thus bringing foreign shipments to approximately the best figures of any corresponding period this year. The Delta Lumber Export Corporation reports that it is receiving a large number of inquiries and some orders from foreign sources for gum lumber and veneers.

There is no complaint whatever on the score of demand. The problem of hardwood manufacturers at the moment and for the next few months is that of production and distribution. Shortage of flat cars for transporting logs to the mills is already bringing about curtailment in excess of 25 per cent compared with the more recent averages. Many mills are closed down altogether because of inability to secure logs. Logging itself is being slowed down because of fears of inability to secure transportation. This is the time of year when worms and other insects are very destructive of logs left lying in the woods. The slowing down of logging not only affects the immediate supply; it also affects the supply some time hence. Firms which operate their own logging equipment, including engines and cars, are able to move their logs without difficulty. Considerable quantities of logs are also being moved, on short hauls, by motor trucks and teams. Firms, however, which are dependent on the public carriers are receiving extremely poor service in all cases, with the exception of the Illinois Central system, which includes the Yazoo & Mississippi Valley railroad. This road is furnishing empties and is moving loaded cars promptly. Others are furnishing very few cars and are giving poor service in moving these after they are loaded.

LOUISVILLE

Local hardwood producers and jobbers are quite disgusted with the situation forced upon them by the rail strikes, which have virtually stopped movement of lumber. Curtailment in building operations is in sight, which will reduce demand for interior trim, flooring, etc., eventually, it is feared. Buyers are waiting for the time being, although grabbing a few cars here and there that are in districts which can still ship. Very few mills are accepting any shipments now, and such orders as are accepted are on the basis of delivery when possible. As buyers generally want immediate delivery this kills any chance of accepting any immediate business. Prices are quite firm and will probably go a bit higher at re-handling and storage points. Collections are reported fair to good.

NEW ORLEANS

The transportation situation, brought about by the railway strike, is by far the most serious problem facing the hardwood industry of the far South at the present writing. There is an acute shortage of cars for both the movement of logs from the woods into the mills and also for the movement of lumber from the mills to the consumers with little present prospect for a hasty betterment in the situation. In fact, it is feared now that with

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Wolverine Maple Flooring
"Best by Test"

The sign to follow
for Maple Flooring

Maple, Birch, Basswood, Elm, Beech

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

the bumper Southern crops of cotton and rice and other grain coming on for movement in huge quantities the situation is destined to grow from bad to worse; unless, of course, the strike can be settled right away and all transportation facilities be hastily put back in statu quo ante bellum. The embargoes are embarrassing, and more particularly that one of the Illinois Central declining to move hardwood lumber into the coal regions of the Alleghenies.

There have been no changes in prices worthy of note within the past fortnight; the manufacturers and wholesalers holding out firm'y for their regular set quotations, even though the consumers in many parts of the country continue persistently to bid for lumber at figures somewhat less than the prevailing prices. The consensus of opinion is that the price of hardwoods is in for a rise in the near future, and that this advance is most likely to be general and not confined to any particular kind, quality or grade.

On the score of demand, it might be added that there is nothing particular to be complained of just now. The market has been, for the past three months, and still is, rather quiet, but it has not been any more so than is generally expected for the season of the year and already as the autumn season approaches inquiries are beginning to come into the market

in ever-increasing volume. The agricultural trade and especially the farmers are already placing orders for substantial quantities of hardwoods and present indications are that the hardwood people of this section will do a thriving business this fall with these customers.

The export movement continues about as usual, with substantial quantities of hardwoods moving into the United Kingdom, Spain and Italy, with none so far penetrating into Germany or France, but with prospects reasonably bright for these two countries, also, soon to be placing substantial orders and a general improvement in the export business.

MILWAUKEE

A car shortage, traffic congestion, an active demand and general firmness are the features of the Milwaukee hardwood market. The demand is very heavy and mills are not capable of meeting it under the present circumstances, with fall orders pouring in, and many buyers trying to protect themselves from future possibilities by getting in now all the lumber they are able to use within the next few months.

Mills have all the business they can find cars for. Transits are in big demand and are rapidly taken. Mills are suffering from a shortage of equipment with which to ship out their lumber, also from a shortage of logs, many of the Wisconsin plants have shut down because of lack of logs. Similar reports came into the Milwaukee market from the northern peninsula of Michigan bearing the same tales. Operations are curtailed and prices continue to advance.

Most of the important consumers of the Milwaukee hardwood market are buying heavily with an eye to future complications in the strike situation. Large buyers are searching the market for stocks that can be bought for quick delivery and are liberally adding to their stocks in fear that the car shortage may make it impossible later on to fill requirements. Other Milwaukee consumers are holding back because of the car shortage fearing its effect on their own business. Flooring and interior woodwork manufacturers are the leading purchasers; automobile body manufacturers are second on the list of active consumers. The agricultural implement industry is making great strides and is now becoming an important consuming factor. The building boom has started a new movement of hardwoods, fall building beginning anew its inroads.

GRAND RAPIDS

The increasing demand for hardwood has received a temporary setback in the past few days. This is due to the holding up of orders in some of the furniture factories at request of buyers who had placed their contracts during the recent market. The unsettled railroad situation is responsible for this action.

Transportation to the smaller lumber camps has been temporarily suspended until settlement of the strike. Shipments of furniture and hardwood products from Grand Rapids, however, have not been materially affected.

The veneer market is firm with indications of an immediate rise in birch veneer because of the rapidly vanishing available supply that is easy to reach at reasonable cost.

Lumber prices continue to advance and it is predicted by those keeping in close touch with the situation that there will be a shortage in the woods available for furniture and automobile body building immediately following the ironing out of the transportation question, for mill production is reported low.

TORONTO

Comparatively little business is being done by hardwood dealers and mills in the Canadian market, but there are liberal requisitions from the United States, which continues to absorb most of the Canadian offerings. Ontario stocks are rapidly becoming depleted and are fast reaching the vanishing point as far as consumers are concerned, but industrial plants are apparently marking time in view of what they think is a possibility of lower prices. It is estimated that if there was half of the normal demand for hardwood in Canada the available stocks would be all cleaned up. What Canadian business there is going is mostly in one or two carload lots and what stocks are on hand are mostly of low grade, and the market is in such a condition that no matter what price inducements are held out sales are not closed. There is a slight demand for the thick and better grades of birch, maple and ash. No. 1 common and better in 6/4" and 8/4" and 10/4" birch is being inquired for, while maple in 5/4" and 6/4". No. 2 common and better, has also started to arouse some interest, but the volume of sales is very small. Furniture manufacturers are taking some 4/4" ash and No. 2 common and better for kitchen cabinets, refrigerators and other lines, and prices remain the same on most lines of lumber, although on the better grades in 4/4", 5/4" and 6/4" there has been an advance of from two to five dollars. It is stated that most operators in the East are getting ready for woods operations and are already sending cutting crews to the bush, and it looks as if logging operations will be carried on in most sections on a slightly more active scale than last year. Generally speaking, a spirit of optimism prevails in the Canadian hardwood market, and although for the moment business is dull, the outlook for satisfactory business is considered fairly bright.

LOUISVILLE—The Hardwood Gateway of the South

W. P. Brown & Sons Lumber Company

INCORPORATED

General Office and Distributing Yard: LOUISVILLE, KENTUCKY

FAYETTE, ALABAMA
GUN, ALABAMA
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EIGHT BAND MILLS

ALLPORT, ARKANSAS
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MACON, GEORGIA

HARDWOODS

OAK, POPLAR, ASH, RED GUM, SAP GUM, YELLOW PINE

WRITE US FOR QUOTATIONS

Norman Lumber Co.

POPLAR

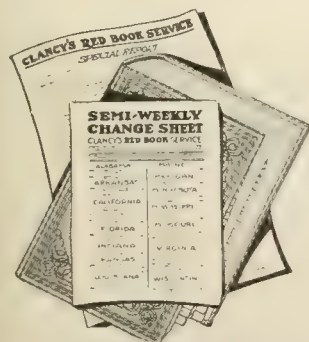
4-4 FAS	1 car
4-4 Saps & Selects.....	1 car
4-4 No. 1 Com.....	2 cars
4-4 No. 1 Com. 12 in. and up wide.	1 car
5-4 No. 2 Com. A.....	5 cars
5-4 No. 2 Com. B.....	7 cars
8-4 No. 2 Com. B.....	15 cars

WE WANT TO SELL

8/4 No. 1 Com.....	Qtd. Red Gum
4/4 No. 1 Com.....	Qtd. White Oak
4/4 No. 2 Com.....	Poplar
4/4 No. 1 Com.....	Poplar
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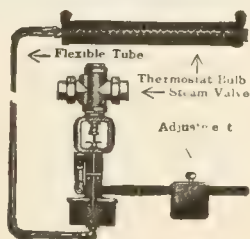
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MANUFACTURERS AND WHOLESALE DEALERS OF
Indiana Hardwood Lumber
Band Sawn Quartered Oak a Specialty
SUNMAN, INDIANA

Stock List -- July, 1922

QUARTERED WHITE OAK

4 4" FAS	39,300'
4 4" No. 1 Common & Selects.....	190,200'
4 4" —2 1/2" to 5 1/2" Strips.....	18,400'
3 4" No. 1 Common & Better.....	16,000'
4 4" No. 2 Common & Better.....	8,500'
PLAIN WHITE OAK	
4 4" FAS	18,000'
4 4" No. 1 Common & Selects.....	195,000'
PLAIN RED OAK	
4 4" FAS	21,100'
4 4" No. 1 Common & Selects.....	149,000'
PLAIN GUM AND MAPLE	
5 8" Log Run	64,500'
PLAIN BEECH	
5 8" Log Run..... 67,000'	4 4" No. 2 Com. & Btr..... 4,000'
5 4" Log Run..... 4,000'	
QUARTERED RED GUM	
4 4" No. 1 Common & Better (Sap No Defect).....	65,370'
PLAIN ASH	
4 4" No. 2 Common & Better.....	3,500'
8 4" No. 2 Common & Better.....	2,000'
PLAIN ELM	
8 4" No. 2 Common & Better.....	15,000'
PLAIN POPLAR	
5 4" FAS (Sap No Defect).....	14,600'
5 4" FAS (Sap No Defect).....	5,200'
4 4" FAS (Sap No Defect).....	8,400'
4 4" FAS (18" & Wider).....	8,000'
4 4" No. 1 Common & Selects.....	27,000'
4 4" No. 2 & No. 3 Common.....	31,500'
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QUARTERED WHITE OAK 3" to 6" Flitches	



The Powers Regulator No. 15
Entirely self-contained, requiring no air or water pressure for operation.

Prevents checking and case hardening in the kiln. Invaluable in the varnish drying room.

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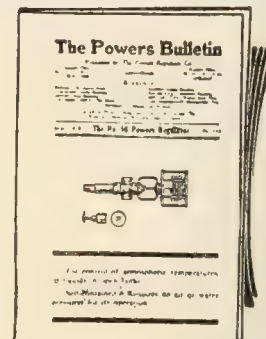
"Let Us Reason Together"

You know that it costs you money every time your dry kiln gets too hot—or the temperature rises too rapidly.

But—Do you know that Powers Automatic Heat Regulators offer a sure means for saving you that money? They do, and we want to prove it to you in your own plant, under your own working conditions. It will save you much lumber if you will accept this offer.

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Powers Bulletins give concise, accurate information about automatic temperature control, etc., for glue pots, dry kilns, drying rooms, hot water tanks—and many other places where expense can be saved.

For more than thirty years we have been solving heat regulation problems with automatic control. Our experience is at your service.

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HIGH GRADE Michigan Hardwoods SPECIAL ITEMS

WHITE BASSWOOD

4/4" No. 1 Com. & Btr. 1 car

WHITE MAPLE

4/4" No. 1 Com. & Btr. 1 car

MAPLE

1x4" & 1x5" Clear Face 1 car

4/4" No. 1 Com. & Btr.,
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BIRCH

4/4" Selects 1 car

1x4" & 1x5" Clear Face 1 car

HARD MAPLE

4/4" Selects 1 car

EXCEPTIONALLY WIDE BIRCH

8/4" No. 1 C. & B., 60% or Btr. FAS,
50% or Btr. 10" & Wider.. 1 car

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LUMBER COMPANY**
L'ANSE, MICHIGAN

MICHIGAN HARDWOODS

Our timber lands are in the lower peninsula of Michigan and we sell only the lumber produced from this source.

The lumber is band-sawn in our Cadillac mills and is piled and seasoned correctly.

Most of our output of Maple, Beech and Birch lumber is further manufactured by us into our well-known "Electric" Flooring. We also produce and market considerable 1 inch Basswood and 1, 1½, 2 and 3 inch Gray Elm; grades piled separately as a rule.

We are supplementing our supply of superior timber with the best methods of manufacture.

Cobbs & Mitchell, Inc.
Sales Department CADILLAC, MICHIGAN

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Eight words of ordinary length make one line
Heading counts as two lines.

No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYEES WANTED

WANTED

Several hardwood salesmen accustomed to calling on factory trade for northern and central Ohio and western New York, exclusive of Toledo. Straight salary and expenses. Ability alone will determine salary. Address Box 898, care Hardwood Record.

WANTED

Agent—Good Commission. To handle our line of Black Walnut Lumber and Veneers in the Eastern markets—Philadelphia, Baltimore, Williamsport Territory, New York Central Territory, Buffalo to Binghamton. This line could be successfully handled by any live wire hardwood salesman in conjunction with other Hardwoods. Prefer man with established trade. Address Box 909, care Hardwood Record.

FLOORING OPERATOR

A Canadian hardwood flooring manufacturing company is looking for an experienced man who can guarantee first-class flooring and a maximum production to take charge of our flooring department. We have a capacity of about 12,000 feet per day and can afford to pay reasonable wages. We operate Berlin No. 89 and 87 machines. Applicant must be thoroughly conversant with business and be able to keep things moving. Address Box 908, care Hardwood Record.

EMPLOYMENT WANTED

WALNUT VENEER LOG BUYER

Of long experience in buying logs, stumps and figured wood, also mahogany and fancy woods, acquainted with walnut log producers in 16 states, is contemplating a change in his present connection and desires to hear from interested parties. Address Box 906, care HARDWOOD RECORD.

VENEER EXECUTIVE

Through a peculiar set of circumstances a veneer executive of unusual ability is open for the consideration of a proposition from a live, going veneer manufacturing institution. Would only be interested in an A-1 offer and will establish my position when the time arrives. Address all inquiries to Box 902, care HARDWOOD RECORD. P. S.—If you have a big proposition and need a man to handle it, this represents an opportunity for you.

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WANTED: MILL CONNECTION

We are in a position to handle to advantage the output of one or more first class hardwood mills making chiefly oak, poplar and gum. If can guarantee a well manufactured and graded product would be glad to entertain a proposition. Write, giving full particulars, to Box 911, care Hardwood Record.

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White oak squares, 2"x2"x36" to 54" long. Must be mild oak and practically clear of defects.

Clear plain white oak strips, 1" thick x 2 1/2"-5 1/2" wide, standard lengths. If can supply for prompt or future shipment, address Box 905, care HARDWOOD RECORD.

WANTED

We want for immediate shipment the following:

15,000' 3" No. 1 Com. & Bet. plain white oak
15,000' 4" No. 1 Com. & Bet. plain white oak
15,000' 4" FAS yellow poplar
15,000' each 1, 1 1/4, 2" FAS chestnut
12,000' 2 1/2" Select cypress
Must be well manufactured, dry, of good widths and lengths.

TAYLOR & CRATE,
2101 Elmwood Ave.,
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FOR SALE

Oak and gum ties, timbers, car material, bridge plank and structural stock. SARGENT LUMBER CO., Little Rock, Ark.

ORDERS WANTED

For mixed oak timbers, planking, construction material, etc. Band mill prepared to execute orders promptly.

THE KRAETZER-CURED LUMBER CO.,
Greenwood, Mississippi.

MAHOGANY

Have carload 4" mahogany common and better, eight months dry. Write for price. Have Teak, Spanish Cedar and Primavera also. J. H. DIECKMANN, JR., 110 Sutter St., San Francisco, Cal.

FOR SALE

1 car dry elm, half 4/4, half 8/4, No. 2 Com. & Better.
1 car dry mixed oak, all 8' long, No. 2 Com. & Better S1S.

W. E. COATS, Dunn, La.

FOR SALE

150,000 ft. 4/4 No. 3 Common Oak.
200,000 ft. 4/4 Log Run Cypress No. 2 & Btr.
75,000 ft. 2" Oak S2S to 1 3/4.

We also make a specialty of large, long fir timbers and rough clear green fir. Ask for special prices. S. H. Chatten Lumber Co., Kansas City, Mo.

LUMBER FOR SALE

FOR SALE

Poplar Bevel Siding
Poplar Lattice Baled Shavings
GAMBLE BROTHERS, INC.,
Highland Park, Ky.

FOR SALE

1/8" and 1/16" Birch cut-downs.
We are continually accumulating 1/8" and 1/16" Birch cut-downs.

We can cut to desired sizes if a cut-down proposition.

Send us a list of your requirements for prices.

We have a car of 1/16" Birch chair seat stock 14" to 24" wide by 14" to 18" long. Dry stock, securely crated.

Write for prices and list of sizes.

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wisconsin.

DIMENSION STOCK WANTED

HICKORY BUGGY RIMS

Wanted several cars 1 1/4" buggy rims, 6 to 7 ft. lengths. Quote lowest price and send list sizes dimension stock in oak and hickory carriage wagon and auto woodstock. Address Box 304, care HARDWOOD RECORD.

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NO. 2 C. & BTR., white, 5/8-16/4", fine wdths. BROWN & HACKNEY, INC., Memphis, Tenn.

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FAS, 4/4"; NO. 1 & 2 C., both 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, white, 4/4", 14" & up, std. lgths., 1-2 yrs. dry, northern stock, tough texture; NO. 1 C. & BTR., white, 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry, northern stock; tough texture. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/4, 6/4, 8/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 6/4, 8/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

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NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

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FAS, 4/4", 6 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

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SEL. & BTR., 4/4, 5/4", wide wdths., good lgths., dry, high grade; NO. 1 & SEL., 4/4, 5/4", wide, good lgths., dry, high grade; NO. 2, 4/4, 5/4", wide, good lgths., dry, high grade. STRABLE LBR. & SALT CO., Saginaw, Mich.

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NO. 1 C. & BTR., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 1 & BTR., 5/8". MOSSMAN LBR. CO., Memphis, Tenn.

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NO. 1 C. & SELS., 4/4"; NO. 2 C., 4/4, 5/4, 6/4"; NO. 3 C., 4/4, 5/4, 6/4"; NO. 2 C. & BTR., 10/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

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NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

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NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 & 3 C., 6/4", resawed rough. BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 8/4, 10/4, 12/4", 6 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

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NO. 1 C. & BTR., 5/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 2 C. & BTR., 8/4"; NO. 3 C., 4/4, 5/4"; NO. 1 C. & BTR., 10/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

LOG RUN, 4/4, 6/4". MOSSMAN LBR. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 2 & BTR., 8/4, 10/4", wide, av. lgths., dry, northern. STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 2 & BTR., 8/4". J. W. WELLS LBR. CO., Menominee, Mich.

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COM. & BTR., 4/4 to 8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

NO. 1 C. & SEL., 4/4"; NO. 1 C. & BTR., SND, 6/4", 8/4, 12/4". LONG-BELL LBR. CO., Hdwd. Dept., Kansas City, Mo.

COM. & BTR., 4/4", 5/4", reg. wdths. & lgths. MISSISSIPPI VALLEY HDWD. CO., Memphis, Tenn.

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COM. & BTR., 4/4, 5/4". BROWN & HACKNEY, INC., Memphis, Tenn.

ALL GRADES, 4/4-8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4, 5/4, 6/4"; NO. 1 C. & BTR., 8/4"; FAS, 12/4". FAS, 4/4". SND, LONG-BELL LBR. CO., Kansas City, Mo.

NO. 1 C. & BTR., 4/4-12/4"; NO. 1 C. & BTR., SND, 4/4, 5/4 & 12/4". MAY BROS., Memphis, Tenn.

COM. & BTR., 4/4, 5/4, 8/4", reg. wdths. & lgths. MISSISSIPPI VALLEY HDWD. CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4", reg. wdths. & lgths.; NO. 1 C. & BTR., SND, 5/4, 6/4, 8/4". BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

FAS, NO. 1 & 2 C., 3/4, 4/4, 6/4", reg. wdths. & lgths., 3 mos. or over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., pl., 5/8-6/4"; COM. & BTR., qtd., 4/4-8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

ALL GRADES, qtd. 4/4-8/4"; NO. 2 COM. & BTR., pl. 4/4, 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & BTR., qtd., 4/4". GALBRAITH & SON, Sunman, Ind.

FAS, pl., 4/4"; NO. 1 C. & SEL., pl., 4/4, 5/4". LONG-BELL LBR. CO., Kansas City, Mo.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., pl., 5/8, 3/4, 4/4". MAY BROS., Memphis, Tenn.

COM. & BTR., 5/8, 4/4, 5/4, 8/4, 10/4", reg. wdths. & lgths. MISSISSIPPI VALLEY HDWD. CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4", reg. wdths. & lgths.; NO. 1 C., 5/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—MISCELLANEOUS

LOG RUN, pl., 5/8". GALBRAITH & SON, Sunman, Ind.

FAS, tupelo, 4/4"; NO. 1 C. & BTR., tupelo, 4/4"; NO. 1 C. & BTR., black, qtd., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

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NO. 1 C., 6/4, 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 10/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-12/4", 6 to 10 mos. dry; NO. 3 C., 4/4, 5/4, 6/4, 8/4, 6 to 10 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

FAS, 8/4, 10/4, 12/4 & 16/4"; NO. 1 C., 8/4, 10/4 & 12/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 & BTR., 6/4, 8/4, 10/4, 12/4"; NO. 3 C., 4/4, 5/4, 6/4, 8/4"; QTD. SAWN, 4/4, 5/4, 6/4, 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 & 2 C., 4/4, 5/4"; NO. 1 C., 6/4"; NO. 3 C., 6/4"; NO. 1 C. & BTR., 8/4, 12/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Indiana.

NO. 2 C. & BTR., 6/4 & 8/4", reg. wdths. & lgths., 8 mos. dry. ROCKCASTLE LUMBER CO., Huntington, W. Va.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 5/8". GALBRAITH & SON, Sunman, Ind.

LOG RUN, 4/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 4/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

OAK—PLAIN RED

FAS & NO. 1 C. & SEL., 5/8", 3/4", 6/4, 8/4, 10/4", reg. wdths. & lgths., 3 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 6/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SD. SQ. EDGE, 8/4", 6-12", 10-16', 4 mos. dry. BOND-FOLEY LBR. CO., Bond, Ky.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". GALBRAITH & SON, Sunman, Ind.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 5/8, 4/4", 12" & up. MOSSMAN LBR. CO., Memphis, Tenn.

FAS, 4/4", 5/4, 6/4"; NO. 1 C., 5/4, 6/4, 8/4"; NO. 2 C., 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C. & BTR., SND, 4/4, 5/4, 12/4". MAY BROS., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4, 5/4"; NO. 1 C., 3/4, 4/4, 5/4, 6/4"; NO. 2 C., 6/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4, 5/4, 6/4", reg. wdths. & lgths.; NO. 1 C., 4/4, 6/4"; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 6/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SD. SQ. EDGE, 8/4", 6-12", 10-16', 3 mos. dry. BOND-FOLEY LBR. CO., Bond, Ky.

FAS, 10/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". GALBRAITH & SON, Sunman, Ind.

FAS, 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

COM. & BTR., 5/8, 4/4, 5/4", reg. wdths. & lgths. MISSISSIPPI VALLEY HDWD. CO., Memphis, Tenn.

NO. 1 & BTR., 1/2, 5/8". MOSSMAN LBR. CO., Memphis, Tenn.

FAS, 5/8, 4/4, 5/4, 6/4"; NO. 1 C., 5/4, 6/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

FAS, 4/4", reg. wdths. & lgths., 6 mos. dry; SD. WORMY, 4/4", reg. wdths. & lgths., 6 mos. dry. BOND-FOLEY LBR. CO., Bond, Ky.

FAS, 4/4"; NO. 1 C. & SEL., 4/4"; CLEAR STRIPS, 2½-5½"; NO. 1 C. & BTR., 3/4"; NO. 2 C., 4/4"; FLITCHES, 3" to 6". GALBRAITH & SON, Sunman, Ind.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 2 C. & BTR., 5/8-8/4". MAY BROS., Memphis, Tenn.

COM. & BTR., 5/8, 4/4, 5/4", reg. wdths. & lgths. MISSISSIPPI VALLEY HDWD. CO., Memphis, Tenn.

FAS, & NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths.; NO. 2 & 3 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, NO. 1 C. & BTR., 3/4, 4/4, 5/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

COM. & BTR., 3/8-8/4". BROWN & HACKNEY, INC., Memphis, Tenn.

ALL GRADES, pl., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 & BTR., pl. & qtd., 4/4-10/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

POPLAR

FAS, 4/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C., 4/4"; NO. 2 & 3, 4/4". GALBRAITH & SON, Sunman, Ind.

FAS, SAP & SEL., NO. 1 & 2 C., 4/4", reg. wdths. & lgths. MISSISSIPPI VALLEY HDWD. CO., Memphis, Tenn.

FAS, 4/4", reg. wdths. & lgths., 4 mos. dry; SAPS, 4/4", reg. wdths. & lgths., 4 mos. dry; COM. & BTR., 8/4", reg. wdths. & lgths., 5 mos. dry. ROCKCASTLE LBR. CO., Huntington, W. Va.

FAS, 4/4, 5/4, 8/4"; SAPS, 4/4, 8/4"; NO. 1 C., 5/8"; NO. 1 C., 4/4, 5/4, 8/4", 10" & wider; NO. 2 A. COM., 5/4"; NO. 2 B. COM., 4/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, SAP, 5/8-4/4", reg. wdths. & lgths.; NO. 1 C., 5/4", reg. wdths. & lgths.; NO. 2 A. & B. COM., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

NO. 2 & 3, 4/4". CHAPMAN & DEWEY LBR. CO., Memphis, Tenn.

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 1 & 2, 4/4". MOSSMAN LBR. CO., Memphis, Tenn.

SPRUCE

NO. 2 & BTR., spruce & balsam, 2" & wider. J. W. WELLS LBR. CO., Menominee, Mich.

WALNUT

FAS, black, 4/4, 5/4, 6/4, 8/4, 12/4"; SEL., black, 4/4, 5/4, 6/4, 8/4, 12/4"; NO. 1 C., NO. 2 C., black, both 4/4, 5/4, 6/4, 8/4", all nice lgths., dry, steamed. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

MISCELLANEOUS

RAILS

3x4 Hdwd. Mine Rails, 10 to 16'. BOND-FOLEY LBR. CO., Bond, Ky.

FLOORING

MAPLE, 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

HARDWOODS FOR SALE

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16", 3-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13' long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16' long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3-16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

MAHOGANY

SHEET STOCK, sliced, 1/16, 6-20, 10-16". J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SLICED, 1/28; SAWED, 1/8. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN, 1/20", 6-36", 40-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14' long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SEAT STOCK, 1/8", R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

SPRUCE

SHEET STOCK, rotary cut, 3/16, 12-37, 50-74. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

WALNUT

SHEET STOCK, sliced, 1/28", 6-12. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill. 1/20-1/8. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, "A" 13/16, 144x28&42. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

PANELS AND TOPS

ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4", G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

BIRCH

THREE PLY, drawer bottoms; also THREE PLY door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE & FIVE PLY, 1/4, 5/16, 3/8, stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY, 1/4", G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

FIR

DRAWER BOTTOMS, THREE PLY; also DOOR PANELS; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

GUM

THREE PLY, drawer bottoms, sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill. QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

THREE PLY, 5/16", G1S, stock sizes: THREE PLY, qtd. red, 1/4", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

"A" GRADE, figured, all thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

THREE & FIVE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8", G2S, stock sizes; THREE PLY, qtd. white, 1/4", G1S, G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WALNUT

"A" GRADE, all sizes & thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

YELLOW PINE

THREE PLY, door panels; sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", G1S, G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

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You get full value when you advertise in the HARDWOOD RECORD. There is no waste circulation and every reader is a potential buyer. If you want quick action, use the Classified Department. A QUARTER OF A CENTURY has been devoted to building up the publicity value of our columns and the result is all that can be desired. ONE HUNDRED PERCENT efficiency.

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A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
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"USE OAK"

* Has Individual Display Ad on Page Designated

FOR ANYTHING IN OAK WRITE THE FIRMS ON THIS PAGE

(*See page 51)

Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write

American Column & Lbr. Co.
Brunson Building Columbus, Ohio

(*See pages 10-57)

Anderson-Tully Co.

Manufacturers of

Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Babcock Lumber Company

Pittsburgh, Pa.

Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page —)

3/4 to 6/4 Sound Wormy Oak

Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

**OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak**

These are a few of the many species
of oak in commercial use

(*See page 57)

W. P. Brown & Sons Lumber Co.

8 Band Mills Manufacturing Hardwoods
Louisville, Ky.

W. M. Ritter Lumber Company

Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

THE DIGNITY AND STRENGTH OF GOTHIC
INTERIORS ARE BEST PORTRAYED IN
OAK.

Farris Hardwood Lumber Co.
NASHVILLE, TENN.

Quartered and Plain Red and White Oak. All
Tennessee Stock. Oak and Beech Flooring.

(*See page 31)

EAKIN LUMBER COMPANY

Manufacturers

West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY

BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page —)

Goodlander-Robertson Lumber Co.

Manufacturer of Hardwoods

Memphis, Tennessee

(*See page 48)

Veneers and Hardwood Lumber

Hoffman Brothers Company

Manufacturer

Ft. Wayne, Ind.

J. M. Jones Lumber Company

Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber

C. & W. Kramer Company

Richmond, Indiana

(*See page —)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwood:

Kansas City, Missouri

(*See page 46)

Long-Knight Lumber Co.

Indianapolis, Ind.

Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company

Terre Haute, Indiana

Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods

6 Circular Saw Mills

R. MANKIN & COMPANY

HEADQUARTERS: HUNTINGTON, W. VA.

PHONE 1294

A B & C—

(*See page 31)

Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.

Manufacturer High-Grade Hardwoods

(*See page 8)

QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, Memphis **TENNESSEE**

(*See page 53)

Miller Lumber Company

Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 51)

Manufacturers of Hardwood Lumber and Flooring

The Mowbray & Robinson Company

Cincinnati, Ohio

Pardee & Curtin Lumber Company

Sales Office—Clarksburg, W. Va.

Band Mills—Curtin, Coal Siding
and Hominy Falls,

W. VA.

(*See page 10)

Pritchard-Wheeler Lumber Co.

Manufacturers Band Sawed Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company

Manufacturers of Hardwood Lumber

Nashville, Tenn.

THE DEMAND FOR OAK FLOORING IS
ONE OF THE PRESENT MAINSTAYS OF
THE HARDWOOD INDUSTRY

(*See page 65)

Salt Lick Lumber Company

Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company

TEXARKANA, TEXAS

Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page 12)

We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak

SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

A. B. C—

15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page —)

Fine Veneers and Hardwood Lumber

Wood-Mosaic Company, Inc.

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Manufacturer

Yellow Poplar Lumber Company

33 Rector Street, New York City
Manufacturer

SALT LICK LUMBER COMPANY

Salt Lick, Kentucky

Manufacturers

of **Eureka**
WHITE AND RED

OAK

Complete stock of
3/8" and 1 1/8"
in all
standard widths

FLOORING

FOR PROMPT SHIPMENT

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4/4" No. 1 Com. & Btr. Quartersawn.....	54,000'
8 1/4" No. 1 Com. & Btr. Quartersawn.....	51,000'
4/4" FAS.....	10,000'
4/4x6" & up No. 1 Com. & Btr.....	100,000'
4/4x10" & up No. 1 Com. & Btr.....	50,000'
10/4x6" & up No. 1 Com. & Btr.....	32,000'
12/4x6" & up No. 1 Com. & Btr.....	18,000'

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10/4" No. 1 C. & B. 10,000'	8/4" No. 2 C. & B. 31,000'
12/4" No. 1 C. & B. 10,000'	4/4" No. 2 C. & B. 50,000'

BEECH

4 1/4" Full Log Run.....	100,000'
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SOFT ELM—ALL THICKNESSES

EAST JORDAN LUMBER CO.
EAST JORDAN, MICHIGAN

CHICAGO

The World's Greatest Lumber
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Maisey & Dion
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5/4" FAS Quartered Red Gum.....	3 cars
6/4" FAS Quartered Red Gum.....	1 car
8/4" FAS Quartered Red Gum.....	4 cars
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4/4" No. 1 Com. & Sel. Qtd. Red Gum.....	2 cars
5/4" No. 1 Com. & Sel. Qtd. Red Gum.....	3 cars
6/4" No. 1 Com. & Sel. Qtd. Red Gum.....	6 cars
8/4" No. 1 Com. & Sel. Qtd. Red Gum.....	2 cars
10/4" No. 1 Com. & Sel. Qtd. Red Gum.....	1/2 car
12/4" No. 1 Com. & Sel. Qtd. Red Gum.....	1 car
5/4" FAS Quartered Sap Gum.....	4 cars
8/4" FAS Quartered Sap Gum.....	4 cars
4/4" No. 1 Com. & Sel. Qtd. Sap Gum.....	1 car
8/4" No. 1 Com. & Sel. Qtd. Sap Gum.....	1 car
4/4" FAS Plain Sap Gum.....	1 car
5/4" FAS Quartered Figured Red Gum.....	7,000'
4/4" No. 1 Com. & Sel. Qtd. Fig. Red Gum.....	2 cars
5/4" FAS Plain Figured Red Gum.....	3,000'
6/4" No. 1 Com. & Sel. Plain Red Gum.....	1/2 car
5/4" FAS Quartered White Oak.....	1/2 car
8/4" No. 1 Com. & Sel. Qtd. White Oak.....	1/4 car



E. L. BRUCE CO.

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TENNESSEE

"FINEST" MAPLE AND BEECH FLOORING

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LUMBER**

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BAY CITY, MICHIGAN

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Von Platen-Fox Co.

Manufacturers of

Fine Northern Basswood
Birch, Elm and Maple Lumber

FOR SALE—HARD MAPLE

1x4" Sap Strips.....	32,000'	10/4" No. 1 Common.....	50,000'
5/4" No. 1 Common.....	200,000'	12/4" No. 1 & Better.....	100,000'
6/4" No. 2 Common.....	100,000'	12/4" No. 1 Common.....	25,000'

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CHICAGO OFFICE
1329 Peoples Gas Building

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QUARTERED WHITE OAK

4/4 FAS150,000'

Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.

4/4 No. 1 Com. & Selects.....150,000'

Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

6/4 No. 1 Com. & Bet..... 75,000'

5/4 No. 1 Com. & Bet..... 40,000'

Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

4/4 Log RunOne Car

SOUTHERN SOFT MAPLE

5/4 Log Run100,000'
(Worm holes no defect)

10/4 Log Run100,000'
(Worm holes no defect)

PLAIN RED OAK

5/4 Common & Select.....60,000'

PLAIN SAP GUM

5/8 FAS150,000'

PLAIN SYCAMORE

5/8 No. 2 Com. & Bet.....100,000'

6/4 No. 1 Com. & Bet.....100,000'

Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

5/4 No. 1 Com. & Bet.....150,000'

Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

8/4 No. 2 Com. & Bet.....200,000'

6/4 No. 2 Com. & Bet.....100,000'

10/4 No. 2 Com. & Bet..... 20,000'

12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8, 4 thicknesses, and have a stock of this wood. We particularly want to move

4/4 No. 1 Common200,000'

5/4 FAS 40,000'

6/4 No. 1 Com. & Bet.....100,000'

8/4 No. 1 Com. & Bet..... 50,000'

All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



Vestal

for Appalachian Hardwoods

NO FLOODS

Our band mills are uninterrupted by floods or other hazards and are now busy cutting a full line of the splendid hardwoods for which this region is famous. The hardwoods of East Tennessee are granted unquestioned supremacy by buyers who appreciate mellow texture, uniform color and thoroughly dependable supply.

There are many reasons why buyers will profit by thoroughly acquainting themselves with the wonderful hardwood resources of this region, to which end this organization, offering soft textured oak, poplar, black walnut, Tennessee red cedar and other species, is in position to give a valuable measure of co-operation.

**VESTAL
LUMBER AND MFG.
COMPANY
KNOXVILLE, TENNESSEE**



Hardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, SEPTEMBER 10, 1922

Subscription \$2
Vol. LIII, No. 10

TURNER-FARBER-LOVE COMPANY

MANUFACTURERS

HARDWOOD LUMBER AND SLACK COOPERAGE

SUCCESSORS TO

DARNELL-LOVE LUMBER CO. LELAND, MISS.
RUSSE & BURGESS, INC. MEMPHIS, TENN.
LELAND STAVE & LUMBER CO. LELAND & CHICAGO

MEMPHIS, TENNESSEE
U.S.A.

F T TURNER, PRESIDENT
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FOUR BAND MILLS
ANNUAL CAPACITY 60,000,000 FT

CHICAGO OFFICE
1039 MARQUETTE BUILDING
PHONE RANDOLPH 7957

NEW ORLEANS OFFICE
629-630 HIBERNIA BANK BLDG

NEW YORK OFFICE
1110 Borden Bldg.
350 Madison Ave.

We solicit your inquiries on the following band sawn lumber:

QUARTERED RED GUM		8 1/4" FAS	75,000'	1 2" No. 1 C&S	80,000'	10 1" Selects	90,000'
5 8" FAS	60,000'	5/8" No. 1 C&S	20,000'	5 8" No. 1 C&S	95,000'	12 1" Selects	12,000'
3 4" FAS	30,000'	3/4" No. 1 C&C	5,000'	3 4" No. 1 C&S	90,000'	4 1" Shop	30,000'
4 1" FAS	95,000'	4/4" No. 1 C&S	70,600'	4/4" No. 1 C&S Strips	90,000'	5 4" Shop	15,000'
5 4" FAS	80,000'	5 1/4" No. 1 C&S	25,000'	5 8" No. 2 Common	60,000'	6 1/4" Shop	15,000'
6 4" FAS	95,000'	6/4" No. 1 C&S	30,000'	3/4" No. 2 Common	85,000'	5 4" No. 1 Common	30,000'
8 4" FAS	100,000'	QUARTERED RED GUM, S&D		PLAIN WHITE OAK		4 4" No. 2 C, Resawn	50,000'
5/8" No. 1 C&S	70,000'	5 8" FAS	100,000'	3 8" FAS	30,000'	1/4" No. 2 C, Resawn	100,000'
3 1/2" No. 1 C&S	85,000'	3 4" FAS	95,000'	5 8" FAS	50,000'	5 4" No. 2 C, Resawn	15,000'
4/4" No. 1 C&S	60,000'	4 1" FAS	75,000'	1/4" No. 1 C&S	40,000'	6 4" No. 2 C, Resawn	25,000'
5 4" No. 1 C&S	15,000'	5 4" FAS	80,000'	3/8" No. 1 C&S	35,000'	8 4" No. 2 C, Resawn	12,000'
6 4" No. 1 C&S	85,000'	6 4" FAS	35,000'	1/2" No. 1 C&S	60,000'	4 4" Boxng	150,000'
8 4" No. 1 C&S	100,000'	8 4" FAS	30,000'	5 8" No. 1 C&S	50,000'	5 4" Boxng	30,000'
PLAIN RED GUM		10 4" FAS	30,000'	3 4" No. 1 C&S	25,000'	6 4" Boxng	60,000'
5 8" FAS	85,000'	5 8" No. 1 C&S	25,000'	4 4" No. 1 C&S	20,000'	4 1/4" Pecky	150,000'
3 4" FAS	20,000'	3 4" No. 1 C&S	75,000'	1 2" No. 2 Common	75,000'	4 1/4x8" Pecky	15,000'
4 4" FAS	15,000'	4 4" No. 1 C&S	100,000'	8 4" No. 2 Common	50,000'	CYPRESS LATH	
3 8" No. 1 C&S	85,000'	6 4" No. 1 C&S	80,000'	4 4" No. 2 Common	15,000'	3/4x1 1/2"—32" No. 1	7,000'
1 2" No. 1 C&S	60,000'	8 4" No. 1 C&S	90,000'	PLAIN RED OAK		3/4x1 1/2"—48" No. 1	100,000'
5 8" No. 1 C&S	95,000'	ELM		3/8" FAS	35,000'	CYPRESS SHINGLES	
3 4" No. 1 C&C	100,000'	4 4" Log Run	10,000'	1 2" FAS	70,000'	4" Best	50,000'
4 1" No. 1 C&S	15,000'	4 4" No. 1 Common	4,000'	5/8" FAS	80,000'	5" Best	250,000'
PLAIN SAP GUM		4 1" No. 2 Common	10,000'	3/4" FAS	80,000'	6" Best	175,000'
3/8" FAS	30,000'	8 4" No. 2 Common	15,000'	4 4" FAS	18,000'	4" Prime	150,000'
1 2" FAS	65,000'	10 4" No. 2 Common	25,000'	1 2" No. 1 C&S	20,000'	5" Prime	250,000'
5/8" FAS	60,000'	12 4" No. 2 Common	18,000'	5/8" No. 1 C&S	90,000'	6" Prime	125,000'
2 4" FAS	20,000'	5/8" No. 3 Common	25,000'	3/4" No. 1 C&S	85,000'	4" Economy	250,000'
4/4" FAS	50,000'	8 4" No. 3 Common	15,000'	4 4" No. 1 C&S	30,000'	5" Economy	350,000'
5 8" FAS, 13-17"	75,000'	12 4" No. 3 Common	11,000'	5 4" No. 1 C&S	6,000'	6" Economy	200,000'
4/4" FAS, 13-17"	65,000'	ASH		8 4" No. 1 C&S	4,000'	MISCELLANEOUS	
4 1" FAS, 18-21"	70,000'	1 2" FAS	80,000'	3/8" No. 2 Common	100,000'	COTTONWOOD	
4 4" FAS, 9-12" B. Bds	16,000'	4 4" FAS	15,000'	1 2" No. 2 Common	100,000'	4 4" FAS, 6" & up	15,000'
4 4" FAS, 13-17" B. B.	75,000'	12 4" FAS	16,000'	5/8" No. 2 Common	70,000'	4 4" FAS, 13-17"	50,000'
3 8" No. 1 C&S	30,000'	4 4" FAS	15,000'	3/4" No. 2 Common	100,000'	4 4" No. 1 Common	25,000'
1 2" No. 1 C&S	30,000'	8 4" No. 1 C&S	12,000'	PANTHERBURN CYPRESS		HICKORY	
5 8" No. 1 C&S	75,000'	12 4" C&S	12,000'	4 4" FAS, 4-12"	20,000'	5 4" Log Run	3,000'
3 4" No. 1 C&S	15,000'	12 4" No. 1 C&S	12,000'	5 4" FAS, 4-12"	75,000'	8 4" Log Run	75,000'
4/4" No. 1 C&S	50,000'	3 4" No. 1 C&S	90,000'	6 4" FAS, 4-12"	20,000'	6 4" No. 1 Common	15,000'
8 4" No. 1 C&S	30,000'	4 4" No. 1 C&S Strips	90,000'	10 4" FAS, 4-12"	4,000'	BLACK GUM	
3 1" No. 2 Common	95,000'	12 4" No. 2 Common	3,500'	12 4" FAS, 4-12"	30,000'	4 4" No. 2 C&B	20,000'
5 8" No. 2 Common	90,000'	12 4" No. 2 Common	3,000'	4 4" FAS, 13-17"	80,000'	QUARTERED BLACK GUM	
4 4" No. 2 Common	60,000'	4 4" No. 3 Common	10,000'	5 4" FAS, 13-17"	100,000'	1/4" No. 2 Common	30,000'
8 4" No. 2 Common	60,000'	QUARTERED WHITE OAK		4 4" FAS, 18" up	15,000'	POPLAR	
QUARTERED RED GUM, S&D		3 8" FAS	100,000'	5 4" FAS, 18" up	50,000'	4 4" No. 2 A & B Com	12,000'
(Kraetzler Cured)		1 2" FAS	60,000'	4 4" Selects	60,000'	QUARTERED SYCAMORE	
5 8" FAS	60,000'	5 8" FAS	20,000'	5 4" Selects	95,000'	5 8" No. 2 C & B Com	60,000'
3 4" FAS	3,000'	3 4" FAS	85,000'	6 1" Selects	70,000'		
4 1" FAS	30,000'	3 8" No. 1 C&S	30,000'	8 4" Selects	60,000'		
5 4" FAS	50,000'						
6 4" FAS	30,000'						

We can kiln dry and surface. Manufacturers Pantherburn Cypress and Delta Gum

We are making prompt shipment of all orders now, but do not know how long we can continue to do so, as the car situation is becoming critical. Order your fall requirements now.

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

SOUTHERN HARDWOODS

Manufacturers and Wholesalers
of



HARDWOOD DEPARTMENT

LOUISIANA RED CYPRESS COMPANY

402 POYDRAS BUILDING

NEW ORLEANS, LOUISIANA

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

HARD MAPLE

4 4x3" & Wdr No. 1 Better White.....	75 M
1x6" & Wdr FAS.....	100 M
1x4" & Wdr No. 1 Common.....	500 M
1x4" & Wdr No. 3 Common.....	600 M
5/4x3" & Wdr No. 1 Com & Btr White.....	60 M
5/4x4" & Wdr No. 1 Com & Btr.....	100 M
5/4x4" & Wdr No. 2 Common.....	100 M
5/4x4" & Wdr No. 3 Common.....	300 M
6/4x4" & Wdr No. 1 Com & Btr.....	500 M
6/4x4" & Wdr No. 3 Common.....	200 M
7/4x4" & Wdr No. 2 Com & Btr.....	300 M
8/4x4" & Wdr No. 2 Com & Btr.....	500 M
8/4x4" & Wdr No. 3 Common.....	200 M
10/4x4" & Wdr No. 2 Com & Btr.....	300 M
12/4x4" & Wdr No. 2 Com & Btr.....	275 M
14/4x6" & Wdr FAS.....	20 M
14/4x4" & Wdr No. 2 Com & Btr.....	75 M
16/4x4" & Wdr No. 2 Com & Btr.....	50 M

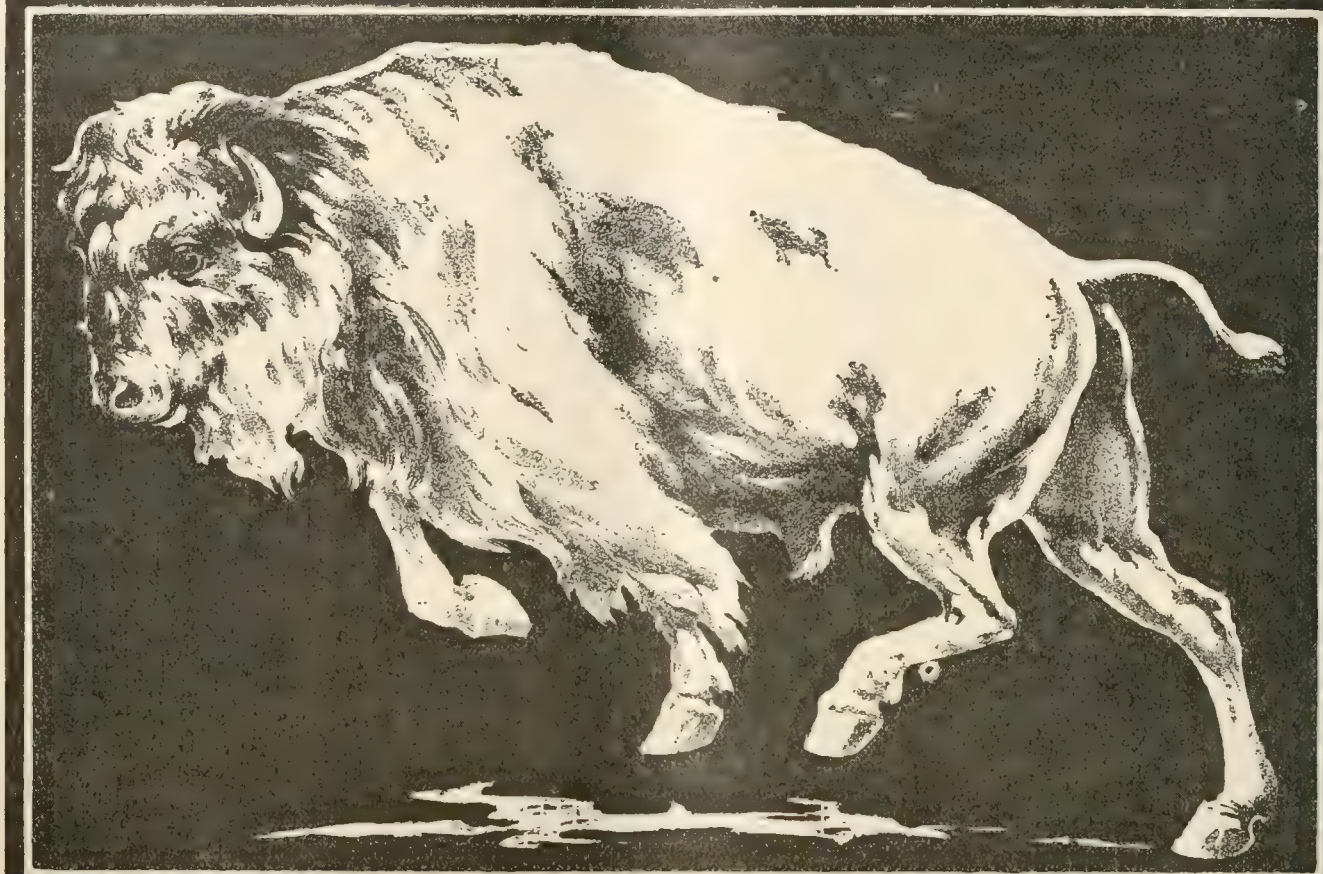
We specialize in thin Basswood for trunk and other purposes, supplying
stock S1 or 2S to 1/8, 3/16, 1/4, 5/16, 3/8, 7/16, 1/2, etc.

SAWYER GOODMAN

COMPANY

MARINETTE, WIS.

MANUFACTURERS



BUFFALO FAMOUS LUMBER CENTER "Buy and Sell Hardwoods in this Market"

FRANK T. SULLIVAN

Specialties: Cherry, Walnut & Pacific Coast Woods

Main Office: 600 Ellicott Square. Yard: 2598 Delaware Avenue.

Unequalled facilities for rapid dispatch, by Rail, Lake or Barge Canal, on all your requirements, large or small

Supplying the Hardwood Needs of the Nation

T. SULLIVAN & COMPANY

NORTHERN GRAY ELM AND BROWN ASH

NIAGARA—CORNER ARTHUR

ATLANTIC LUMBER CO.

HARDWOODS WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 SENECA STREET

TAYLOR & CRATE

Hardwoods of all Kinds A stock of 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 56 Years

Rail or Cargo Shipments

MILLER, STURM AND MILLER

HARDWOODS OF ALL KINDS

1142 SENECA STREET

G. ELIAS & BRO., Inc.

ALL KINDS OF LUMBER

ESTABLISHED 1881

965 ELK STREET

HUGH McLEAN LUMBER CO.

Our Specialty: QUARTERED WHITE OAK

940 ELK STREET

Blakeslee, Perrin & Darling

A complete stock of Seasoned HARDWOODS, including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Pine & Qtd. Oak, Poplar & Walnut

1100 SENECA STREET

Buffalo Hardwood Lumber Company

J. B. Wall, Pres.

M. M. Wall, Treas.

T. H. Wall, Vice-Pres.

We Specialize in WHITE ASH, OAK and MAPLE

940 SENECA STREET

YEAGER LUMBER CO., Inc.

EVERYTHING IN HARDWOODS

932 ELK STREET

Standard Hardwood Lumber Co.

OAK, ASH and CHESTNUT

1333 CLINTON STREET

MEMPHIS


TENNESSEE  U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

White Ash Special

75 to 100 M

2 1/2 & 3" (about 70% 2 1/2)

1 & 2 Soft Stock

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

Good Widths and Lengths; 4 Months' Dry

4/4-6/4".....No. 2 Common	6/4-8/4".....No. 2 Common
ASH DOG BOARDS	GUM DOG BOARDS
6/4-8/4".....No. 2 & Btr	6/4-8/4".....No. 2 & Btr.
CYPRESS	QUARTERED RED GUM
4/4-6/4-8/4-10/4".....Shop & Btr.	4/4-6/4-8/4".....No. 1 & Btr.
4/4-5/4".....No. 1 & No. 2	QUARTERED SAP GUM
ELM	4/4-6/4-8/4".....No. 1 & Btr.
4/4-5/4-8/4".....Log Run	LOCUST
4/4-6/4-8/4".....No. 2 Common	4/4-8/4".....Log Run
4/4-6/4-8/4".....No. 3 Common	MAPLE
RED GUM	10/4".....Log Run
4/4-8/4".....No. 2 Common	RED OAK
	4/4-5/4-6/4".....No. 2 & Btr.

Chicago Lumber & Coal Co.

ST. LOUIS, MO.
CHICAGO OFFICE
DETROIT OFFICE
MEMPHIS, TENN.

821 Arcade Building
Marquette Building
Bank Building
611 Bank of Commerce Building

QTD. WH. OAK	5/1" No. 1 Com. & Sel.
1/4" FAS, dry.....25,000'	3-4 mos. dry.....70,000'
1/4" No. 1 Com. & Sel.	6/4" FAS, 3-4 mos. dry. 20,000'
dry.....100,000'	6/4" No. 1 Com. & Sel.
7/4" FAS, dry.....10,000'	3-4 mos. dry.....50,000'
5/4" No. 1 Com. & Sel.	PLAIN RED OAK
dry.....105,000'	3-4 mos. dry.....10,000'
6/4" No. 1 Com. & Sel.	1/4" FAS, 4-5 mos. dry. 20,000'
dry.....115,000'	1/4" No. 1 Com. & Sel.
8/4" No. 1 Com. & Sel.	3-4 mos. dry.....100,000'
dry.....3,000'	5/4" FAS, 3-4 mos. dry. 25,000'
1/4" Strips Clear, dry.....25,000'	5/4" Step Plank, 3-4
PLAIN WH. OAK	mos. dry.....17,000'
1/4" FAS, dry.....50,000'	5/1" No. 1 Com. & Sel.
3-4 mos. dry.....125,000'	3-4 mos. dry.....30,000'
SOUND WORMY	6/4" FAS, dry.....10,000'
1/4" Oak, 3-4 mos. dry. 30,000'	QTD. RED OAK
7/4" Oak, 3-4 mos. dry. 19,000'	4/4" No. 1 Com. & Sel.
PLAIN WH. OAK	dry.....10,000'
5/4" FAS, 3-4 mos. dry. 20,000'	5/1" FAS, 2 mos. dry.. 2,000'

Rush Lumber Company

Thompson & De Fenelon

Quality
Hardwood Lumber

Mixed Cars Our Specialty
Kiln Dried or Air Dried

ALSO SURFACE AND RESAW

Office and Yard
Memphis, Tenn.

Mills
Louisiana and Arkansas

QUARTERED WHITE OAK	1/1" No. 1 Common.....100,000'
5/4" FAS.....1,500'	5/4" FAS.....25,000'
5/1" No. 1 Common.....38,000'	6/4" No. 1 Common.....45,000'
6/1" No. 1 Common.....6,300'	8/4" No. 1 Common.....20,000'
PLAIN WHITE OAK	10/1" FAS.....25,000'
1/2" FAS.....8,700'	10/4" No. 1 Common.....30,000'
5/8" FAS.....1,700'	12/1" FAS.....6,000'
4/4" FAS 12" & up.....6,100'	12/4" No. 1 Common.....6,500'
4/1" FAS.....16,000'	COTTONWOOD
1/1" Sap. Sel.....9,000'	1/1" Panel.....1,000'
PLAIN RED OAK	1/1" Box Bds., 13-17".....2,500'
1/1" FAS.....30,000'	1/1" Box Bds., 9-12".....10,000'
1/1" Sap. Sel.....7,000'	1/1" FAS, 13" & up.....3,000'
QUARTERED RED GUM	1/1" FAS, 6-12".....18,000'
1/1" FAS.....100,000'	1/1" FAS.....1,000'
1/1" No. 1 Common.....50,000'	QUARTERED BLACK GUM
5/4" FAS.....2,000'	1/1" No. 1 & Btr.....45,000'
5/4" No. 1 Common.....13,000'	ELM
6/4" FAS.....10,000'	QTD. RED GUM, SND
6/4" No. 1 Common.....25,000'	6/1" No. 2 & Btr.....20,000'
8/4" FAS.....10,000'	
QTD. RED GUM, SND	
1/1" FAS.....200,000'	

The Mossman Lumber Co.

INCORPORATED

ASH	CYPRESS
10-14" C&B.....75,000'	1/1" Shop & Btr.....150,000'
12-14" C&B.....75,000'	8/4" Shop & Btr.....100,000'
COTTONWOOD	MAPLE
1/1" Box Bds., 13-17".....15,000'	1/4" L. R.....60,000'
4/4" FAS.....30,000'	5/4" L. R.....25,000'
4/1" No. 1 & 2 Com.....75,000'	8/4" C&B.....12,000'
ELM	10/4" C&B.....45,000'
12-14" C&B.....45,000'	12/4" C&B.....50,000'
6/4" No. 1 Com.....30,000'	PLAIN SYCAMORE
QTD. RED GUM SND	4/4" L. R.....100,000'
8/4" C&B.....100,000'	QTD. SYCAMORE
8/4" C&B.....30,000'	5/8" C&B.....22,000'
QTD. BLACK GUM	
1, 1" C&B.....30,000'	

J. Clayton Johnson Lumber Co.

QTD. RED GUM, SND.	6/4" 1s & 2s.....40,000'
5/4" 1s & 2s.....13,000'	6/4" No. 1 Com. & Sel. 100,000'
5/4" Com. & Btr.....19,000'	QUARTERED RED OAK
8/4" Com. & Btr.....50,000'	4/4" Com. & Btr.....30,000'
PLAIN SAP GUM	4/4" No. 2 Common.....35,000'
4/4" No. 1 Com. & Sel. 15,000'	PLAIN WHITE OAK
4/4" No. 2 Common.....30,000'	3/4" 1s & 2s.....15,000'
4/4" No. 3 Common.....30,000'	3/4" No. 1 Com. & Sel. 15,000'
5/4" No. 1 Com. & Sel. 50,000'	4/4" 1s & 2s.....50,000'
6/4" Coa. & Btr.....35,000'	4/4" 1s & 2s.....12,000'
PLAIN RED GUM	5/4" No. 1 Com. & Sel. 35,000'
4/4" No. 1 Com. & Sel. 25,000'	8/4" Log Run.....15,000'
5/4" No. 1 Com. & Btr. 15,000'	QUARTERED WHITE OAK
6/4" No. 2 Common.....100,000'	4/4" 1s & 2s.....40,000'
QUARTERED RED GUM	4/4" No. 2 Common.....50,000'
4/4" No. 1 Com. & Sel. 15,000'	4/4" C. & B. Strips.....30,000'
5/4" No. 1 Com. & Sel. 25,000'	6/4" No. 1 & 2 Com. 35,000'
	8/4" No. 1 & 2 Com. 14,000'

Geo. C. Brown & Company

PLAIN WHITE OAK	4/1" No. 1 Common.....2,000'
5/8" Sel. & Btr.....15,200'	5/4" No. 1 Common.....8,000'
5/8" No. 3 Common.....22,100'	6/1" No. 1 Common.....8,600'
6/4" No. 2 Com. & Btr. 21,400'	8/3" No. 2 Common.....14,800'
PLAIN RED OAK	BLACK GUM
4/1" No. 2 Com. & Btr. 18,500'	1/1" Com. & Btr. Qtd. 6,800'
6/1" No. 2 Com. & Btr. 169,000'	6/4" Com. & Btr. Plain 5,900'
PLAIN RED AND WHITE OAK	CYPRESS
5/8" No. 1 Common.....4,000'	1/4" No. 2 Com. & Btr. 141,000'
1/4" No. 3 Common.....51,500'	1/1" Pecky.....57,100'
4/4" Sound Wormy.....31,500'	7/1" No. 1 & No. 2 C. 17,600'
6/4" No. 3 Common.....52,600'	8/4" No. 1 & No. 2 Com. 40,000'
QUARTERED RED GUM	COTTONWOOD
4/4" No. 1 Com. & Btr. 100,000'	1/4" Box Bds., 13" & up 50,000'
4/4" FAS, Fig'd.....19,000'	4/4" Box Bds., 9-12".....100,000'
8/4" No. 2 Com. & Btr. 20,000'	4/1" No. 1 C&B, Rdm. 200,000'
PLAIN RED GUM	1/4" No. 2 C. Random. 50,000'
5/8" No. 1 Com. & Btr. 39,800'	4/1" No. 3 C. Random. 6,000'
4/4" FAS.....1,000'	5/4" FAS, Random.....34,200'
QUARTERED SAP GUM	8/4" Dog Boards.....100,000'
4/4" No. 1 Com. & Btr. 65,000'	ELM
8/4" No. 1 Com. & Btr. 27,000'	6/1" No. 2 & 3 Com. 140,800'
PLAIN SAP GUM	
5/8" No. 2 Com. & Btr. 120,000'	

Mark H. Brown Lbr. Co.

HARDWOODS

MEMPHIS

PLAIN SAP GUM

4/4" FAS. 13-17".....	75,000'
5/4" FAS 15" & up.....	15,000'
5/4" FAS.....	30,000'
6/4" No. 1 Common.....	15,000'
8/4" No. 2 Common.....	15,000'

QUARTERED SAP GUM

4/4" No. 1 Com. & Btr.	75,000'
6/4" No. 1 Com. & Btr.	30,000'
8/4" No. 2 Common.....	25,000'
10/4" No. 1 Com. & Btr.	25,000'

PLAIN RED GUM

1/2" No. 1 Com. & Btr.	20,000'
5/8" No. 1 Com. & Btr.	23,000'
4/4" FAS.....	50,000'
4/4" No. 1 Common.....	30,000'

QUARTERED RED GUM

4/4" FAS.....	15,000'
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4/4" No. 1 Common.....	50,000'
5/4" No. 1 Common.....	15,000'
8/4" No. 1 Com. & Btr.	40,000'

PLAIN RED OAK

5/8" No. 1 Com. & Btr.	30,000'
3/4" No. 1 Common.....	50,000'
4/4" No. 1 Common.....	100,000'
4/4" No. 2 Common.....	40,000'

PLAIN WHITE OAK

4/4" Sound Wormy.....	15,000'
5/4" No. 1 Common.....	35,000'
4/4" No. 1 Common.....	75,000'

QUARTERED WHITE OAK

4/4" No. 1 Common.....	15,000'
5/4" No. 2 Com. & Btr.	75,000'
8/4" No. 2 Com. & Btr.	90,000'

SWEET PECAN

5/4" No. 2 Com. & Btr.	75,000'
8/4" No. 2 Com. & Btr.	90,000'

QUARTERED WHITE OAK

4/4" No. 1 Common.....	100,000'
4/4" No. 2 Common.....	75,000'
5/4" Com. & Btr.....	12,000'
6/4" FAS.....	10,000'
6/4" No. 1 Common.....	30,000'
8/4" Com. & Btr.....	14,000'

CYPRESS

5/4" FAS.....	15,000'
5/4" Select.....	15,000'
6/4" Sel. & Btr.....	15,000'
8/4" Sel. & Btr.....	15,000'

BLACK GUM

4/4" FAS.....	30,000'
4/4" No. 1 Common.....	80,000'

SOFT ELM

6/4" No. 2 & No. 3.....	30,000'
QUARTERED RED GUM	
1/4" No. 1 Common.....	15,000'
6/4" FAS.....	18,000'

6/4" No. 1 Common.....	16,000'
8/4" FAS.....	40,000'

FIGURED RED GUM

4/4" FAS, Plain.....	6,000'
4/4" No. 1 Com., Qtd.....	30,000'

QUARTERED SAP GUM

4/4" FAS.....	30,000'
4/4" No. 1 Common.....	30,000'
5/4" Com. & Btr.....	40,000'
6/4" Com. & Btr.....	40,000'
8/4" Com. & Btr.....	40,000'

OAK

5/8" Sound Wormy.....	35,000'
3/4" Sound Wormy.....	18,000'
4/4" Sound Wormy.....	50,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

QUARTER SAWN SYCAMORE

5/8" No. 2 Com. & Btr.	60,000'
4/4" No. 1 Com. & Btr.	27,000'
4/4" No. 1 Com. & Btr.	75,000'
6/4" No. 1 Com. & Btr.	100,000'

PLAIN SAWN SYCAMORE

5/8" No. 1 Com. & Btr.	100,000'
4/4" No. 1 Com. & Btr.	60,000'
5/4" No. 2 Com. & Btr.	200,000'
6/4" No. 1 Com. & Btr.	150,000'
10/4" No. 2 Com. & Btr.	75,000'

LOCUST

4/4" Log Run.....	20,000'
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HACKBERRY

5/4" Log Run.....	100,000'
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HICKORY

6/4" Log Run.....	28,000'
8/4" Log Run.....	150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED
HARDWOODSWe have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

C. B. COLBORN

SOUTHERN HARDWOOD LUMBER
AND DIMENSION STOCK

CLEAR RED GUM	2x2 and 2½x2½—18".....	1 car
2½x2½—30".....	2x2—30".....	2 cars
CLEAR SAP GUM		
2½x2½—30".....	2x2—30".....	2 cars
2x2 and 2½x2½—60".....	2x2—19".....	2 cars
CLEAR OAK		

Office, Dimension Mill and Yard
Belt Line Railroad at McLean Street
Postoffice Box 795

Brown & Hackney, Inc.

QTD. FIGURED RED GUM

4/4" FAS.....	54,780'
5/4" FAS.....	15,070'
6/4" FAS.....	3,340'
8/4" FAS.....	7,400'

4/4" No. 1 Com. & Sel..

48,025'	
5/4" No. 1 Com. & Sel..	3,690'
6/4" No. 1 Com. & Sel..	2,240'
PLAIN SAWN FIG. RED GUM	
4/4" FAS.....	7,436'

The Frank A. Conkling Co.

QUARTERED WHITE OAK

5/8" Com. & Btr.....	4 cars
4/4" FAS.....	2 cars
4/4" No. 1 Com. & Sel..	4 cars
5/4" Com. & Btr.....	4 cars

PLAIN WHITE OAK

5/8" Com. & Btr.....	1 car
4/4" Com. & Btr.....	5 cars
5/4" No. 1 Com. & Sel..	1 car

PLAIN RED OAK

3/4" Com. & Btr.....	2 cars
4/4" Sound Wormy.....	1 car

QUARTERED RED GUM

4/4" Com. & Btr.....	4 cars
5/8" Com. & Btr.....	2 cars
8/4" Com. & Btr.....	2 cars

QTD. RED GUM, SND.

5/8" Com. & Btr.....	3 cars
4/4" Com. & Btr.....	3 cars

5/4" FAS.....

½ car	
-------	--

8/4" FAS.....

2 cars	
--------	--

10/4" Com. & Btr.....

2 cars	
--------	--

PLAIN RED GUM

4/4" Com. & Btr.....	4 cars
----------------------	--------

3/4" No. 2 Common.....

1 car	
-------	--

5/4" Com. & Btr.....

2 cars	
--------	--

CYPRESS

4/4" No. 1 Common.....	1 car
------------------------	-------

5/4" Shop & Btr.....

3 cars	
--------	--

10/4" Sel. & Btr.....

2 cars	
--------	--

POPLAR

4/4" FAS.....	1 car
---------------	-------

4/4" Sap & Sel.....

1 car	
-------	--

4/4" No. 1 & 2 Common

2 cars	
--------	--

COTTONWOOD

4/4" Box Bda. 9-17".....	1 car
--------------------------	-------

4/4" FAS, 6" & Wdr.....

2 cars	
--------	--

4/4" No. 1 & 2 Common

3 cars	
--------	--

CYPRESS

4/4" No. 1 Com., 6-8-10-12", Ran., 3 mos. dry.....	150,000'
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4/4" No. 2 Com., Ran., 3 mos. dry.....

200,000'	
----------	--

COTTONWOOD

4/4" Box Bds., 9-17", Ran., 6 mos. dry.....	100,000'
---	----------

4/4" FAS, 6-17", Ran., 6 mos. dry.....

150,000'	
----------	--

4/4" No. 1 Com., Ran., 6 mos. dry.....

150,000'	
----------	--

SAP GUM

8/4" FAS, Ran., 6 mos. dry.....	70,000'
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Chapman &
Dewey Lumber Company

HARDWOODS

MEMPHIS

Bennett & Witte

Established 1884

MANUFACTURERS AND DEALERS

Hardwood Lumber

QTD. RED GUM	
1/4" No. 1 Com. & Sel.	50,000'
5/4" No. 1 Com. & Btr.	65,000'
6/4" No. 1 Com. & Btr.	145,000'
8/4" No. 1 Com. & Btr.	90,000'
QTD. RED GUM SAP NO DEFECT	
5/8" No. 1 Com. & Btr.	50,000'
5/4" No. 1 Com. & Btr.	15,000'
6/4" 1s & 2s	75,000'
PLAIN RED GUM	
4-6/4" No. 2 Com.	15,000'
6/4" No. 1 Com.	60,000'

SOFT YELLOW CYPRESS	
1/4" 1s & 2s	50,000'
1/4" Selects	60,000'
5/4" 1s & 2s	65,000'
5/4" Selects	10,000'
4/4" No. 1 Com.	75,000'
1/4" No. 2 Com.	30,000'
PLAIN SAP GUM	
1/4" 1s & 2s	30,000'
1/4" No. 1 Com.	15,000'
TUPELO	
1/4" 1s & 2s, b' & up.	30,000'
LOCUST	
1/4" No. 2 Com. & Btr.	21,000'

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

QUARTERED WHITE OAK	
4/4" No. 1 Common	12,000'
PLAIN WHITE OAK	
4/4" 1s & 2s	12,000'
4/4" No. 1 Common	25,000'
4/4" No. 2 Common	12,000'
PLAIN RED OAK	
4/4" No. 1 Common	25,000'
4/4" No. 2 Common	12,000'
4/4" No. 3 Common	60,000'
PLAIN RED GUM	
3/4" No. 1 Com. & Btr.	15,000'
4/4" No. 1 Common	25,000'
4/4" 1s & 2s	12,000'
QUARTERED RED GUM	
4/1" No. 1 Common	50,000'
4/4" 1s & 2s	25,000'
6/4" No. 1 Com. & Btr.	12,000'
8/4" No. 1 Com. & Btr.	25,000'
QUARTERED SAP GUM	
4/4" No. 1 Com. & Btr.	25,000'
6/4" No. 1 Com. & Btr.	
50,000'	
PLAIN SAP GUM	
4/4" No. 1 Com.	12,500'
4/4" No. 1 Common	125,000'
5/4" 1s & 2s	50,000'
5/4" No. 1 Common	50,000'
5/4" No. 2 Common	25,000'
TUPELO	
4/4" 1s & 2s	4,000'
4/4" No. 2 & No. 3 C.	12,000'
COTTONWOOD	
4/4" No. 2 & No. 3 C.	4,000'
SYCAMORE	
4/4" Log Run	6,000'
HACKBERRY	
4/4" Log Run	6,000'
CYPRESS	
5/4" No. 1 Shop & Btr.	10,000'
4/4" No. 1 Shop	30,000'
SOFT ELM	
6/4" Log Run	60,000'

Geo. C. Ehemann & Company

Office: Bank of Commerce and Trust Building

WHITE ASH	
1x10" up 1s & 2s	15,000'
5/4x10" up 1s & 2s	5,000'
6/4x10" up 1s & 2s	3,000'
8/4x10" up 1s & 2s	17,000'
1" 1s & 2s	35,000'
5/4" 1s & 2s	40,000'
4/4" 1s & 2s	25,000'
All 8' and 10'	
6/4" 1s & 2s	16,000'
8/4" 1s & 2s	40,000'
10/4" Com. & Btr.	
75,000'	
12/4" Com. & Btr.	
60,000'	
4/4" No. 1 Common	
50,000'	
5/4" No. 1 Common	
60,000'	
6/4" No. 1 Common	
65,000'	
8/4" No. 1 Common	
120,000'	
10/4" No. 1 Common	
16,000'	
12/4" No. 1 Common	
14,000'	
1" No. 2 Common	
50,000'	
5/4" No. 2 Common	
35,000'	
6/4" No. 2 Common	
60,000'	
10/4" No. 2 Common	
18,000'	

Thompson-Katz Lbr. Co.

14 TO 16' LENGTHS
8 MONTHS' DRY, DELTA STOCK

QUARTERED RED GUM	
8/4" No. 1 Com. & Btr.	6/4" No. 1 Common
8/4" No. 1 Com. & Sel.	4 4" No. 2 Com. & Sel.
4/1" No. 2 Common	
6/4" No. 2 Com. & Btr.	
6/4" No. 1 Com. & Sel.	
4/4" No. 1 Com. & Btr.	
4/4" No. 1 Com. & Sel.	
PLAIN RED GUM	
6/4" No. 1 Common	QTD. RED GUM, SND.
4/4" No. 1 Com. & Sel.	4/4" No. 1 Com. & Btr.
PLAIN SAP GUM	
6/4" No. 1 Common	
4/4" No. 1 Com. & Sel.	
SAP GUM	
4/4" FAS	

ADDRESS BOX 11-A

Care of Hardwood Record, 537 So. Dearborn St.,
Chicago

ASH	
4/4" FAS	10,000'
4/4" No. 1 Common	24,000'
4/1" No. 2 Common	16,500'
5/4" FAS	53,800'
5/4" No. 1 Common	57,000'
5/4" No. 2 Common	17,200'
6/4" FAS	14,000'
6 4" No. 1 Common	80,000'
8/4" No. 1 Com. & Btr.	155,000'
10 4" No. 1 Com. & Btr.	12,000'
12/4" No. 1 Com. & Btr.	22,500'
CYPRESS	
4/4" FAS	78,000'
4/4" Select	64,800'
4/1" No. 1 Shop	72,400'
5/4" FAS	19,000'
5/4" Select	27,800'
5/4" No. 1 Shop	32,400'
3/4" FAS	52,700'
8/4" Select	46,400'
POPLAR	
4/4" FAS	15,000'
4/4" FAS, SND	22,000'
4/4" No. 1 Common	
95,000'	
5/4" No. 1 Common	
39,000'	
6/4" No. 1 Common	
17,000'	
TENNESSEE RED CEDAR	
4/4" No. 1 Com. & Btr.	90,000'
PLAIN WHITE OAK	
4/4" FAS	27,000'
4/4" No. 1 Common	53,000'
6/4" No. 1 Common	52,000'
8/4" FAS	17,000'
8/4" No. 1 Common	31,000'
PLAIN RED OAK	
4/4" FAS	21,000'
4/4" No. 1 Common	15,000'
5/4" No. 1 Common	65,000'
8/4" No. 1 Common	75,000'
8/4" FAS	28,000'
8/4" No. 1 Common	37,000'
QUARTERED WHITE OAK	
4/4" Clear Strips	22,000'
4/4" No. 1 Common	38,000'
5/4" No. 1 Common	48,000'
6/4" FAS	10,000'
6/4" No. 1 Common	11,000'

Welsh Lumber Company

ASH	
3/4" FAS	35,000'
3/4" No. 1 Com.	28,000'
5/4" No. 2 Com.	60,000'
8/4" No. 2 Com.	14,000'
COTTONWOOD	
1/1" FAS	250,000'
5/1" FAS	60,000'
7/1" No. 1 Com.	15,000'
6/1" FAS	50,000'
CYPRESS	
1/4" FAS	15,000'
1/1" Select	45,000'
1/4" No. 1 Shop	30,000'
4 4" No. 1 Com.	75,000'
3/1" Select	38,000'
8/1" No. 1 Shop	15,000'
PLAIN SAP GUM	
5/8" FAS	40,000'
3/4" FAS	
20,000'	
3/4" No. 1 Com.	
100,000'	
4/1" FAS	
75,000'	
4/4" No. 1 Com.	
100,000'	
1/4" No. 2 Com.	
200,000'	
5/4" FAS	
150,000'	
QTD. SAP GUM	
4/1" No. 1 C&B.	45,000'
5/4" No. 1 C&B.	100,000'
6 4" No. 1 C&B.	100,000'
PLAIN RED GUM	
1 1" FAS	20,000'
4/4" No. 1 Com.	100,000'
4/4" No. 2 Com.	60,000'
5/1" No. 1 C&B.	18,000'
8/4" No. 1 Com.	50,000'
QTD. RED GUM	
4/1" No. 1 Com.	75,000'
5/1" No. 1 C&B.	15,000'
6/4" No. 1 C&B.	45,000'

Grismore-Hyman Company

WHITE ASH

1/1" FAS, 10" & up	1 car	10/4" No. 1 Com. & Btr.	2 cars
5/4" FAS, 10" & up	1 car	12/4" No. 1 Com. & Btr.	3 cars
6/4" FAS, 10" & up	1 car	16/4" No. 1 Com. & Btr.	1 car
8/4" FAS, 10" & up	1 car	4/1" No. 1 Common	1 car
4/4" FAS, Regular	1 car	5/4" No. 1 Common	2 cars
5/4" FAS, Regular	2 cars	6/4" No. 1 Common	3 cars
6/4" FAS, Regular	2 cars	8/4" No. 1 Common	2 cars
8/4" FAS, Regular	1 car	12/4" No. 1 Common	2 cars
4/4" No. 1 Com. & Btr.	2 cars	4/4" No. 2 Common	3 cars
5/4" No. 1 Com. & Btr.	2 cars	5/4" No. 2 Common	1 car
6/4" No. 1 Com. & Btr.	2 cars	6/4" No. 2 Common	1 car
8/4" No. 1 Com. & Btr.	3 cars	8/4" No. 2 Common	1 car

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

MEMPHIS

		5/8" No. 1 Common.....	13,000'
1/2" FAS.....	136,600'	1/2" No. 2 Common.....	57,000'
3/4" FAS.....	158,000'	1/2" No. 3 Common.....	118,000'
5/4" FAS.....	31,000'	1/2" No. 4 Common.....	50,000'
6/4" FAS.....	59,000'	1/2" No. 5 Common.....	166,000'
5/8" No. 1 Common.....	31,000'	QUARTERED WHITE OAK	
4/4" No. 1 Common.....	97,000'	1/2" FAS.....	51,000'
1/2" No. 2 Common.....	83,000'	3/4" FAS.....	68,000'
1/2" Log Run.....	229,000'	5/4" FAS.....	205,000'
3/4" Log Run.....	169,000'	6/4" FAS.....	42,000'
5/4" Log Run.....	43,600'	6/8" No. 1 Common.....	65,000'
PLAIN RED OAK		4/4" No. 1 Common.....	61,000'
3/8" FAS.....	67,000'	6/4" No. 1 Common.....	41,000'
1/2" FAS.....	79,600'	5/8" No. 1 Common.....	71,000'
4/4" FAS.....	46,000'	5/8" No. 2 Common.....	34,000'
3/4" No. 1 Common.....	35,000'	4/4" No. 2 Common.....	77,000'
4/4" No. 1 Common.....	51,000'	4/4" Cl. St. 3-5 1/2".....	193,000'
		QUARTERED RED GUM	
		6/4" FAS.....	46,000'
		4/4" No. 1 Common.....	41,000'
		PLAIN RED GUM	
		5/8" FAS.....	62,000'

Panola Lumber & Mfg. Co.
Bank of Commerce Bldg., Memphis, Tenn.

ELM		4 1/4" No. 2 Common....	63,000'
12/4" Log Run	45,000'	4 1/4" No. 3 Common....	23,000'
10/4" Log Run	216,000'	5/8" No. 2 Common....	9,000'
MAPLE		CYPRESS	
12/4" Log Run	30,000'	12/4" FAS	15,000'
10/4" Log Run	15,000'	6/4" FAS	5,000'
8/4" Log Run	45,000'	6/4" Select	16,000'
ASH		5/4" No. 1 Common	24,000'
16/4" Com. & Btr.	30,000'	6/4" No. 1 Common	11,000'
12/4" Com. & Btr.	125,000'	FIGURED RED GUM	
10/4" Com. & Btr.	60,000'	4 1/4" FAS	17,000'
8/4" No. 1 Common	65,000'	4 1/4" No. 1 Common	52,000'
6/4" No. 1 Common	20,000'	5/4" FAS	10,000'
6/4" No. 2 Common	14,000'	5/4" No. 1 Common	20,000'
5/4" No. 1 Common	13,000'	6/4" No. 1 Common	8,000'
5/4" No. 2 Common	19,000'	8/4" FAS	4,000'

Memphis Band Mill Co.

Established 1904 — 21 years successful lumber operations

CHAS. A. COURTNEY
SOUTHERN LUMBER

Mills and Yards, 15 Years, Sulligent, Ala., Gattman, Miss.

LUMBER FOR SALE

SYCAMORE	4/4" Log Run, Plain, 20% No. 2 Common..... 230,000'
ASH	5/8" Log Run, Qld., 20% No. 2 Common..... 35,000'
CYPRESS	1/4" No. 1 & No. 2 C..... 130,000'
POPLAR	1/4" Mill Run..... 30,000'
4/4" No. 2 A.....	2 cars

Also Ash, Elm, Sycamore

4/4" No. 2 B.....	2 cars
ASH	6/4" No. 1 & Btr..... 1 car
PINE	1x1 51/7 clear, dry..... 8 cars
SAP GUM	2 1/2x2 1/2—30% clear..... 2 cars
PERSIMMON	Logs..... 60,000'

COTTONWOOD		4/4" No. 1 Com.....	6 cars
4/4" FAS.....	2 cars	5/4" No. 1 Com.....	3 cars
4/4" No. 1 Com.....	3 cars	8/4" No. 1 Com.....	1 car
4/4" No. 2 Com.....	2 cars	CYPRESS	
QTD. RED GUM		4/4" Shop & Btr.....	2 cars
4/4" No. 1 Com.....	1 car	5/4" Shop & Btr.....	3 cars
8/4" Com. & Btr.....	5 cars	4/4" No. 1 Com.....	3 cars
PLAIN RED GUM		4/4" No. 2 Com.....	1 car
4/4" FAS.....	2 cars	PLAIN RED OAK	
4/4" No. 1 Com.....	5 cars	1/4" FAS.....	2 cars
5/4" No. 1 Com.....	2 cars	4/4" No. 1 Com.....	5 cars
QTD. SAP GUM		4/4" No. 2 Com.....	3 cars
4/4" Com. & Btr.....	6 cars	5/4" Com. & Btr.....	1 car
8/4" Com. & Btr.....	5 cars	PLAIN WHITE OAK	
PLAIN SAP GUM		4/4" FAS.....	1 car
4/4" FAS.....	4 cars	4/4" No. 1 Com.....	3 cars
5/4" FAS.....	3 cars	4/4" No. 2 Com.....	2 cars
8/4" FAS.....	1 car		

Johnson Bros. Hdwd. Co.

PLAIN WHITE OAK		4/4" FAS.....	26,000'
1/4" No. 1 Common.....	24,000'	BRIDGE PLANK	
8/4" No. 1 Common.....	92,000'	4/4" No. 2 Common.....	43,000'
PLAIN RED OAK		5/8" FAS.....	27,000'
1/4" No. 1 Common.....	31,000'	1/4" FAS.....	107,000'
4/4" No. 2 Common.....	19,000'	1/4" FAS B. R. 12".....	13,000'
1/4" No. 3 Common.....	37,000'	1/4" FAS B. R. 13 1/2".....	36,000'
MIXED RED AND WHITE OAK		3/4" No. 1 Common.....	29,600'
1/4" Sound Wornay.....	21,000'	4/4" No. 1 Common.....	213,000'
1/4" No. 2 Common.....	18,000'	4/4" No. 2 Common.....	169,000'
QUARTERED RED GUM		5/4" No. 2 Common.....	61,000'
4/4" FAS.....	39,000'	6/4" No. 2 Common.....	31,000'
5/4" FAS.....	59,000'	8/4" No. 2 Common.....	38,000'
8/4" FAS.....	86,000'	4/4" No. 3 Common.....	75,000'
1/4" No. 1 Common.....	159,000'	QUARTERED SAP GUM	
5/4" No. 1 Common.....	151,000'	5/4" FAS.....	77,000'
8/4" No. 1 Common.....	63,000'	6/4" FAS.....	17,000'
PLAIN RED GUM		ELM	
5/8" FAS.....	32,000'	5/8" Nos. 2 & 3 Com.....	23,000'
4/4" FAS.....	91,000'	6/4" Log Run.....	27,000'
5/8" No. 1 Common.....	35,000'	CYPRESS	
4/4" No. 1 Common.....	156,000'	4/4" Log Run.....	20,000'

Kellogg Lumber Company

ASH		3/4" No. 1 Common..... 13,000'	
4/4" Log Run.....	91,000'	4/4" No. 1 Common..... 126,000'	
8/4" Log Run.....	71,000'	PLAIN WHITE OAK	
10/4" Log Run.....	142,000'	8/4" FAS.....	21,000'
12/4" Log Run.....	39,000'	4/4" FAS.....	15,000'
4/4" No. 2 Common.....	118,000'	4/4" No. 1 Common.....	22,000'
QUARTERED WHITE OAK		8/4" No. 1 Common.....	136,000'
1/2" FAS.....	12,000'	PLAIN RED OAK	
3/4" FAS.....	11,000'	3/4" FAS.....	18,000'
4/4" FAS.....	20,000'	4/4" FAS.....	22,000'
1/2" No. 1 Common.....	21,000'	8/4" FAS.....	12,000'
3/4" No. 1 Common.....	37,000'	3/4" No. 1 & No. 2 C.....	116,000'
4/4" No. 1 Common.....	175,000'	4/4" No. 1 Common.....	132,000'
5/4" No. 1 Common.....	15,000'	5/4" No. 1 Common.....	50,000'
6/4" No. 1 Common.....	18,000'	6/4" No. 1 Common.....	22,000'
8/4" No. 1 Common.....	29,000'	4/4" No. 2 Common.....	118,000'
QUARTERED RED OAK		6/4" No. 2 Common.....	17,000'
1 1/4" FAS.....	20,000'		

Stimson Veneer & Lbr. Co.
INCORPORATED

ASH		4 1/4" FAS, 18" & up.....	60,000'
10 1/4" Com. & Btr.....	200,000'	1 1/4" FAS, 13-17".....	75,000'
12 1/4" Com. & Btr.....	100,000'	4 1/4-12 1/4" No. 2 Com.....	200,000'
MAPLE		PLAIN RED OAK	
10 1/4" No. 2 Com. & Btr.....	100,000'	7/8" No. 2 Com. & Btr.....	60,000'
12 1/4" No. 2 Com. & Btr.....	15,000'	3 1/4" No. 2 Com. & Btr.....	50,000'
TUPELO GUM		5 1/4" No. 1 Common.....	100,000'
1 3/4" Com. & Btr.....	75,000'	3 1/4" No. 2 Common.....	70,000'
8 1/4" Com. & Btr.....	40,000'	6 3/4" No. 2 Common.....	50,000'
QUARTERED BLACK GUM		8 1/4" No. 1 Common.....	90,000'
4 1/4" Com. & Btr.....	80,000'	SOUND WORMY OAK	
QUARTERED RED GUM		1 3/4".....	30,000'
1 1/4" No. 1 Common.....	30,000'	5 1/4".....	106,000'
5 1/4" Com. & Btr.....	60,000'	8 1/4" Red.....	60,000'
6 3/4" Com. & Btr.....	100,000'	3 1/4" White.....	75,000'
8 1/4" Com. & Btr.....	100,000'	QUARTERED WHITE OAK	
10 1/4" Common.....	12,000'	5/8" No. 2 Com. & Btr.....	30,000'
12 1/4" Common.....	12,000'	3/4" No. 2 Com. & Btr.....	75,000'
PLAIN SAP GUM		4 1/4" No. 2 Com. & Btr.....	200,000'
5 1/8" Com. & Btr.....	50,000'	5 1/4" No. 2 Com. & Btr.....	100,000'
3 1/4" Common.....	45,000'	6 1/4" No. 2 Com. & Btr.....	150,000'
		8 1/4" No. 2 Com. & Btr.....	150,000'

MAY BROTHERS

POPLAR		QUARTERED WHITE OAK	
4/4" No. 1 Common.....	35,000'	5/8" No. 1 Common.....	25,000'
4/4" No. 2 Common.....	55,000'	5/4" No. 1 Common.....	17,000'
5/4" No. 1 Common.....	14,000'	5/4" No. 2 Common.....	15,000'
8/4" No. 2 Common.....	17,500'	6/4" No. 2 Common.....	12,000'
8/4" No. 2 Common.....	43,000'	SAP GUM	
PLAIN RED OAK		5/8" FAS.....	54,000'
10/4" FAS.....	10,000'	4/4" FAS.....	8,000'
4/4" No. 1 Common.....	27,000'	3/4" No. 1 Common.....	15,000'
6/4" No. 1 Common.....	7,000'	4/4" No. 1 Common.....	17,000'
10/4" No. 1 Common.....	9,000'	4/4" No. 2 Common.....	12,000'
4/4" No. 2 Common.....	19,000'	8/4" No. 2 Common.....	18,700'
6/4" No. 2 Common.....	17,000'	PLAIN RED GUM	
4/4" No. 3 Common.....	32,000'	4/4" No. 2 Common.....	12,000'
PLAIN WHITE OAK		COTTONWOOD	
5/8" FAS.....	21,500'	4/4" FAS.....	29,000'
3/8" No. 1 Common.....	9,000'	HICKORY	
4/4" No. 1 Common.....	15,000'	8/4" Com. & Btr.....	17,000'
6/4" No. 2 Common.....	6,000'	SYCAMORE	
10/4" No. 2 Common.....	4,000'	4/4" Log Run.....	22,000'

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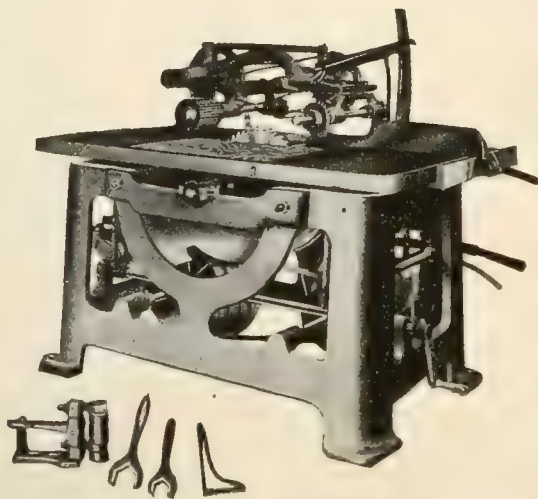
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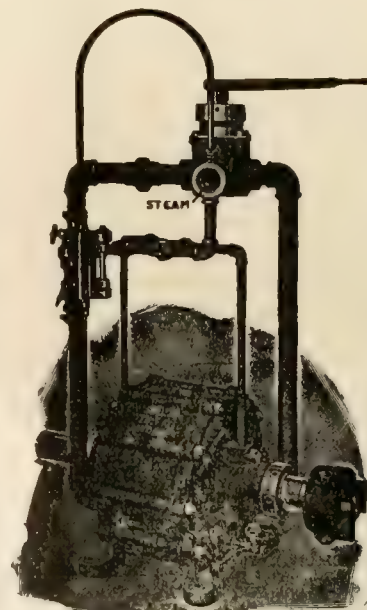
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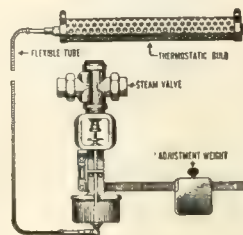
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13/16x3/4" Face Factory.....	5 cars
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12/4" No. 1 & Better.....	100,000'

BASSWOOD

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ROCK ELM

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BIRCH

8/4" No. 1 Common.....	20,000'
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SOFT ELM

7/4" No. 2 & Better.....	1 car
6/4" No. 2 Common.....	1 car

HARD MAPLE

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10/4" No. 1 & Better.....	100,000'
16/4" No. 1 & Better.....	17,000'

BIRCH

4/4" No. 1 & Better.....	100,000'
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BASSWOOD

4/4" No. 3 Common.....	100,000'
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AND

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10%..... 7"	50%..... 14 & 16'
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Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Telephone: HARRISON 8087



Vol. LIII

CHICAGO, SEPTEMBER 10, 1922

No. 10

Review and Outlook

General Market Conditions

THE INCUBUS of accumulative car shortage and rail congestion, due to the continuance of the shopmen's strike, the excessive movement of delayed coal shipments and the general increase in transportation demand, together with the apprehensions of buyers over the strike situation, continue to weigh heavily upon the hardwood market. The majority of buyers persist in a hand-to-mouth policy of purchasing, being uncertain of what the future may bring. They are constrained to play safe, preferring to place orders for their more immediate needs only and to put off providing for the future until such time as they can forecast this with more confidence. The shipment of hardwood lumber from all producing territories is becoming increasingly difficult, and instances of prolonged delay of cars in transit are steadily growing, while mills are finding it more and more difficult to secure cars for the transport of logs from their timber holdings. The North, which for some weeks has enjoyed a relative freedom from these difficulties, is now beginning to share in greater measure the troubles of the Mississippi Delta and Appalachian regions. Reports are numerous of mills having to close down because of the inability to get logs.

Because of the difficulty of making deliveries and of keeping a steady supply of logs flowing into their banks, mills, especially in the South, are withdrawing from the market. But in spite of all this, the movement of hardwood lumber and veneers has maintained a higher level during the past fifteen days than was averaged during the same period last year. Building activities, due to mounting costs of materials and labor and the interference with deliveries, have decreased, but are still sufficient to make considerable demands on the lumber industry. Ford's announcement that he will close his operations on September 16 has had the effect of depressing buying throughout the automobile industry, and that industry will be in a state of uncertainty for some weeks.

On the other hand, these depressing influences are being discounted to some extent by the relatively good demand from the furniture, flooring and box industries. While furniture buyers are evidencing the caution and apprehension that is general throughout the trade, the situation in this industry is a cheering one. The furniture factories in the main are busy, with orders booked well ahead and the prospect favorable for continuing good business, despite anything short of national economic disaster. The demand for furniture occasioned by the construction of great numbers of residences, hotels and apartments during the spring and summer is becoming manifest and everyone feels that this influence will grow

stronger throughout the fall, up to the first of the year at least. The makers of furniture are optimistic of the future and, contingent upon the settlement of the shopmen's strike, are confident of a substantial business for the next four months.

Despite the transportation situation in all its manifold effects on the general business of the country, the fundamental indications of a rapidly expanding volume of business this fall remain unchanged. As indicated by the Steel Corporation's voluntary increase in the wages of its workmen, wages and prices are in an advancing movement. The tendency to increased wages is going to encourage buying among the ultimate consumers, while rising prices will have the same effect on industrial buyers. Accelerated buying is always a concomitant of rising prices and rising wages. The bumper crops are bound to increase the business of the country, because even if farm crops are marketed at relatively low prices, the farmer is going to have more money to spend. In general the purchasing power of Europe is improving and economists assure us that the recent further collapse of the German mark can not cause an international panic.

It is the part of reason and commonsense to believe that the shopmen's strike is going to be settled within a few days, and with all our basic industries once more at peace, virtually all resistance to expanding business will have been removed.

All this means a large market for products in the fabrication of which hardwoods are used and means, it goes without saying, increased demand for hardwoods. This in turn means rising prices throughout the fall, because hardwoods are going to be relatively scarce, both northern and southern species. Production in the North has been curtailed throughout the summer by scarcity of labor and the high prices paid for labor by competitive industries. With the rising tendency of wages, this condition will grow, and is growing, more pronounced, so that production in that territory is going to be hampered for some time. The car shortage is also beginning to have a retardent effect on production in the North and the same situation in the South is daily growing worse.

A repetition of the run-away market of 1919 and 1920 might be read into these conditions, and there is some apprehension that this may be the case. But it is hardly probable, because demand is not likely to become as great nor hardwood lumber as scarce as during the former period. The conditions which promise to develop will resemble those of 1919 and 1920, but will nowhere be likely to occur in as extreme form. Commerce and industry will not have had time to recover enough vitality, daring, nor foolhardiness to

bring about a duplication in full measure of our historic post World War boom. The burnt child remembers the pain of the burning for a time at least, and the searing which depression administered is still fresh in everyone's mind.

Let us conclude by again suggesting that it will be wise for buyers of hardwood lumber and veneers to consider an expanding fall business and increasing demand for hardwoods, with rail congestion and car shortage added to relatively small mill stocks.

A New Declaration of Independence

IN SECURING THE SWEEPING INJUNCTION that it did against the striking railway shopmen, the United States Government adopted the course which it was bound to adopt sooner or later. The arrogance of union labor was fast becoming, in fact had become, insufferable, and the Federal Government had either to take a positive stand against this or surrender to it. The manner in which the shopmen's strike has been conducted is but an acute symptom of a general condition in the ranks of organized labor which has come to challenge the very authority of Government itself. The Government had been put on the defensive and had to defend itself. As loyal citizens, loving the Republic and holding allegiance to it as our first duty, we may be gratified that the Administration had the courage to strike when it did and with the force displayed not only by the Attorney General in his injunction plea, but by the President in his message of August 18. Made bold by its successes during the great war, organized labor was assuming to lay down the terms and conditions upon which a citizen of this country may earn the necessities of existence and as well the conditions upon which the Government may protect the citizen in this endeavor. When the President said, "These conditions can not remain in free America," he uttered a new battle cry of American freedom. "If free men cannot toil according to their own lawful choosing," the President continued, "all our constitutional guaranties born of democracy are surrendered to mobocracy and the freedom of a hundred millions is surrendered to the small minority which would have no law." In his injunction plea the Attorney General declared that "the right to work in this country is as sacred as the right not to be compelled to work, if a man is not disposed to do so, and every man must be made equally secure in his choice. . . . No union or combination of unions, can, under our laws, dictate to the American union. When the unions claim the right to dictate to the Government and to dominate the American people and deprive the American people of the necessities of life, then the Government will destroy the unions, for the Government of the United States is supreme and must endure."

The Attorney General does not believe, however, that it is going to be necessary to destroy the unions. He assumes that there is enough common sense and loyalty in the ranks of union labor to forestall this drastic expedient by a proper submission to law and the common good. This assumption would appear to be correct, but undoubtedly such better counsel could have the opportunity to assert itself only after the Government had demonstrated that it had had enough of anarchy under the guise of unionism.

Unless union labor in this country has become so utterly bolshevik that it is determined upon revolution and a dictatorship of the proletariat the Government's challenge should mark the beginning of a return to sanity in organized labor. It should lead union labor to take note of its limitations, to a realization that, as the President said, "In this Republic the first obligation and the first allegiance of every citizen, high or low, is to his Government, and to hold that Government to be the just and unchallenged sponsor for public welfare, and the liberty, security and rights of its citizens."

We believe that the United States Government is still capable of defending itself and that if union labor does not see the light and reform from within it will be reformed from without. At any rate the fight is a good fight and, win or lose, worth any sacrifice that loyal Americans may be called upon to make. "No matter what clouds may gather, no matter what storms may ensue, no matter what hardships may attend or what sacrifices may be necessary, government by law must and will be sustained," said the president.

It must be remembered that the Government makes no attack on union labor as such. It is recognized that unionism has its beneficent purposes and that it has accomplished alleviations in the lives of those who work with their hands that no fairminded humane government can begrudge. But the Government can not tolerate the advancement of the workers' interests beyond the point where they begin to run contrary to the greatest good of the greatest number and subvert the lawful and orderly processes of our national life. America once fought a war to free itself from the arrogance and tyranny of a King and it is not going to surrender this hard won and glorious freedom to any group or combination of groups as long as it has the vitality to do battle.

The Nation Needs Men Like Kirby in the Senate

THERE ARE FEW MEN in the lumber industry, if any, who do not hope most earnestly that John H. Kirby will yield to the urging of his Texas neighbors and run for the U. S. Senate. For not only would Mr. Kirby's election to the Senate most fittingly crown a notable business career and accord recognition to a really distinguished personality; but it would distinctly strengthen the personnel of the Upper House. The United States has never in its history been more in need of such men as Mr. Kirby than it is today. The original ideals and institutions of the Nation are being slowly—perhaps not slowly—crushed out under a ponderous weight of decadent thought, exemplified in innumerable ways, including paternalism, socialism, bureaucracy and radical labor unionism. The whole moral, physical and intellectual tone of the Nation has, in fact, deteriorated alarmingly during the past decade, and this deterioration is gathering momentum every day. It is well in the face of such conditions for the Nation to utilize to the fullest the services of a man who perpetuates, as Mr. Kirby does, the best Colonial American and Anglo-Saxon manhood and ideals. Those who love the kind of Americanism that Washington stood for will rejoice to see Mr. Kirby elevated to the Senate and the Senate elevated by Mr. Kirby.

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Entered as second-class matter May 26, 1902, at the postoffice at Chicago.

The Layout of a Woodworking Plant from the Standpoint of Safety and Efficiency

By Burritt A. Parks,

Byron E. Parks & Son, Grand Rapids, Mich.

So much has been written of late concerning safety and efficiency in manufacturing institutions that it would be presumptuous on my part to assume to advance any new principles or ideas along these lines. It may be of some value, however, to place emphasis on the interrelation between safety and efficiency in laying out a woodworking plant.

The woodworking industry, as is well known, is one of the oldest in existence, and yet in many ways it has been slow in development and loath to adopt new principles of manufacturing. The principal causes of this condition are that many of the men in the industry are of the pioneer type who have grown up in the trade and are to a certain extent satisfied with conditions as they exist and also because technically trained men in the executive positions are few and far between. The development of practically all modern industries to their present states of efficiency has been largely due to the technically trained engineer and it is only in recent years that the engineer's influence has been felt in the industry.

The majority of woodworking plant executives do not fully appreciate the intimate relation existing between safety and efficiency in the designing of their plants or the production of their product. It may be stated as a maxim that what is done to promote safety for the employee or plant will also increase efficiency. Accidents cannot help but have a demoralizing effect upon the employees, depending in amount upon the seriousness of the accidents, their frequency, and the extent to which the employees learn of accidents throughout the plant.

Management Must Promote Safety

The attitude of the management is always reflected throughout the organization and a management which is indifferent to the adoption of safety measures and the promotion of accident prevention may expect a smaller production per man, a greater spoilage of materials, a greater labor turnover, increased overhead, and a general lack of esprit de corps on the part of all employees, on which a maximum of production and efficiency in manufacturing so much depends.

Safety promotion, as I take it, not only considers the prevention of accidents to employees, but also takes cognizance of the prevention of accident or loss to plant and equipment. We may therefore apply the principles of safety and efficiency from the lumber yard right through to the shipping room.

Much thought may well be expended on the layout of a lumber yard, although in many cases I am inclined to believe it receives the least attention of any part of the plant. A proper arrangement of sidings, storage yards, dry kilns, routing of lumber into the plant, fire protection, etc., will pay excellent dividends on the study and expense involved in obtaining the best solution of the problem that the site will permit. In the first place, economy in purchasing will dictate the size of the lumber storage facilities, which should probably hold a year's supply. This will allow of taking advantage of market conditions and avoid delays incident to transportation difficulties. To my mind the ideal storage yard should be equipped throughout with industrial trackage laid parallel with the receiving siding. With this arrangement lumber is unloaded and sorted directly onto small lumber trucks on "bunks" and then by means of

properly located transfer tracks the truck loads are placed in the storage ready to be taken to the dry kilns.

Placing the Dry Kilns

The dry kilns should be so placed in a battery as to be readily served by the same system of transfer tracks that serve the storage yard. A dry storage shed of ample capacity, also equipped with trackage, will allow for an accumulation of dry material and thus avoid delays in receiving lumber at the cut-off saws.

The same system of transfer tracks that serves the storage yard, kilns, and dry storage may be advantageously extended to the cut-off saws, where there should be provided hydraulic or screw operated lumber lifts.

It will be apparent that the arrangement of storage yard, kilns, dry storage, and cut-off saws outlined above will necessitate but one handling of the lumber from the railroad car until placed on the table of the cut-off saw. The efficiency in handling lumber and the decrease in opportunities for accident in this part of the plant are self-evident. This arrangement has the further decided advantage in that in case of fire in the storage yard the truck loads of lumber may be quickly moved, partially isolating the fire and allowing for access to same by whatever fire fighting methods are available.

If the lumber storage yard is not equipped with trackage the height of lumber piles should be limited to 18 or 20 feet with spaces between as ample as possible for ease in handling lumber to and from the piles and for access of fire fighting equipment in case of fire.

The receiving and handling of lumber should probably be given the greatest thought in providing transportation facilities to and from the plant, yet railroad sidings to the power plant for the delivery of machinery and coal, and to the shipping room for shipping the finished product, should receive careful consideration, keeping in mind that sidings to the lumber storage, power plant, and shipping room should have separate access to the main tracks, if possible, so that switching may be done on any siding without its being necessary to disturb the cars on any other.

Let Use Govern Types of Buildings

The type of buildings for any manufacturing plant should be carefully chosen to suit the purposes for which they are intended. In the past the purpose of a manufacturing building seemed to be little else than that of keeping out the weather and supporting the machinery and equipment inside. The modern manufacturing building must comply with several more requirements than those mentioned. A building should not only keep out the weather but should let in plenty of light and ventilation; it should not only just support the loads required of it but should do so with a proper margin of safety and as great an absence of vibration as possible; it should not only provide space for machinery, but should also provide ample space around machinery, with generous aiseways, in that greater efficiency in movement of materials and safety to employees will result; and, in short, it should be designed in advance for the work to be done—not simply built and then attempt to crowd in more machinery and equipment than the building will properly accommodate.

In order to comply with the above requirements, the building should be so designed that the glass area is a maximum with windows extending to the ceilings. Also to insure proper daylighting

*Address delivered before Woodworking Section, Eleventh Annual National Safety Congress, Detroit, Mich., August 28 to Sept. 1, 1922.

in the center, a building of the multi-storied type should not be over 50 to 60 feet wide.

It has been shown many times that excessive vibration not only causes rapid depreciation of machinery but also interferes materially with the quantity and quality of the product. Therefore, a building should be designed not only with considerations of strength in mind, but also rigidity and absence of deflection. If shafting and pulleys are used to transmit power, the floor structures should be laid out with this end in view, providing ample head room and substantial supporting members for shaft hangers and bearings.

Of the types of construction in use, the reinforced concrete building probably best complies with the above requirements of a good building, although a properly designed slow burning mill type makes a very satisfactory building and has one advantage over the reinforced concrete, in that machinery, shafting and equipment are more easily installed and alterations to machinery arrangement made.

Important Points of Machinery Layout

Much has been written concerning the layout of machinery in a woodworking plant to obtain efficient production and prevent accidents, consequently it will probably only be desirable at this time to emphasize some of the more important points to be kept in mind. In the first place machining should be carefully chosen for the work which it is desired to perform. Some machines are suitable for performing various operations, but wherever possible machines should be chosen for specific operations as it is often difficult to locate a machine performing several operations so as to obtain an efficient and orderly flow of material through the plant. It is also bad practice from a safety standpoint, as it is difficult if not impossible to design guards suitable for all the operations of which a machine is capable and if various guards are supplied suiting these various operations they must necessarily be of a temporary nature and are likely to be removed and not used.

It has also been my observation that machines which are provided with efficient guards by the manufacturers are more desirable than machines which have to have guards built by the purchaser. Home-made guards are frequently unsubstantial and do not entirely serve the purpose for which they are intended. Chain drive and gear guards in particular should be installed by the manufacturer, for they should preferably enclose the gear or chain drive completely. Such a guard not only serves to protect the workman but also materially affects the life of the machine by keeping dust and dirt from the bearings and other moving parts.

In laying out the machinery in a new machine room or rearranging it in an old room, with the end in view of obtaining the most efficient layout, a routing chart should be drawn up. This routing chart should list each separate part entering into the finished product with the proposed volume of manufacture per unit of time. Such a routing chart giving the sequence of operations will establish in a general way the sequence or arrangement of the various tools and machines throughout the department.

Paper Templet Is Helpful

A paper templet, to scale should be made of each article of equipment, such as all machines, tools, benches, racks, etc. Each templet should indicate the name of the machine or operation, the path of the product thru the machine, the point of application of power, position of operator, and position of helper, if any. A floor plan of the machine room to the same scale as the templets should be prepared and then the templets placed on this plan and moved about and located in accordance with the routing chart until the most satisfactory arrangement is found, the marks on the templets allowing the machines to be set in proper relation to flow of product, power supply, lighting, etc.

After an arrangement of the equipment has been completed a careful study should be made of how the product is to be transported from machine to machine, making ample provision for aisles and location of trucks at machines to allow of efficient handling of material in and out of machines. Consideration should also be given to the necessity of providing spaces for accumulation

of material between machines where the speed of handling varies.

The next important problem in laying out a machine room is to decide on the method of transmitting power to the various machines. There are in general two methods of driving machinery—shafting, pulleys, and belting and the electric drive. The electric drive may be further divided into two classes—the group drive and the individual drive. The decision as to which type of drive to use is dependent on several factors. In large plants with widely distributed machine rooms the electric individual or group drive is practically the only means of transmitting power efficiently and economically. In small and moderate sized plants the most efficient method of transmitting power is undoubtedly by means of line shafting, pulley and belts.

The transmission of power is one of the few features of a plant where safety and efficiency may seem to some antagonistic.

Electric Transmission Is Preferable

Electric transmission, properly designed and installed, is undoubtedly preferable from a safety standpoint to a multitude of pulleys and belts and possibly if proper statistics were available it could be shown that electric drive was the most efficient from the standpoint of cost when taking into consideration the fewer accidents resulting from the electric drive than from line shaft drive.

In any event the decision as to the proper method of transmitting power in any plant must be made upon a proper consideration of the various factors involved, the utmost safety and efficiency being kept in mind at all times.

If line shaft drive be the final decision, it goes without saying that every means should be adapted for preventing accidents such as providing proper guards for belts and pulleys; using safety type set screws; cutting off projecting keys; covering up unused sections of keyways; and covering up or otherwise guarding all revolving parts which otherwise are likely to catch a man's clothing.

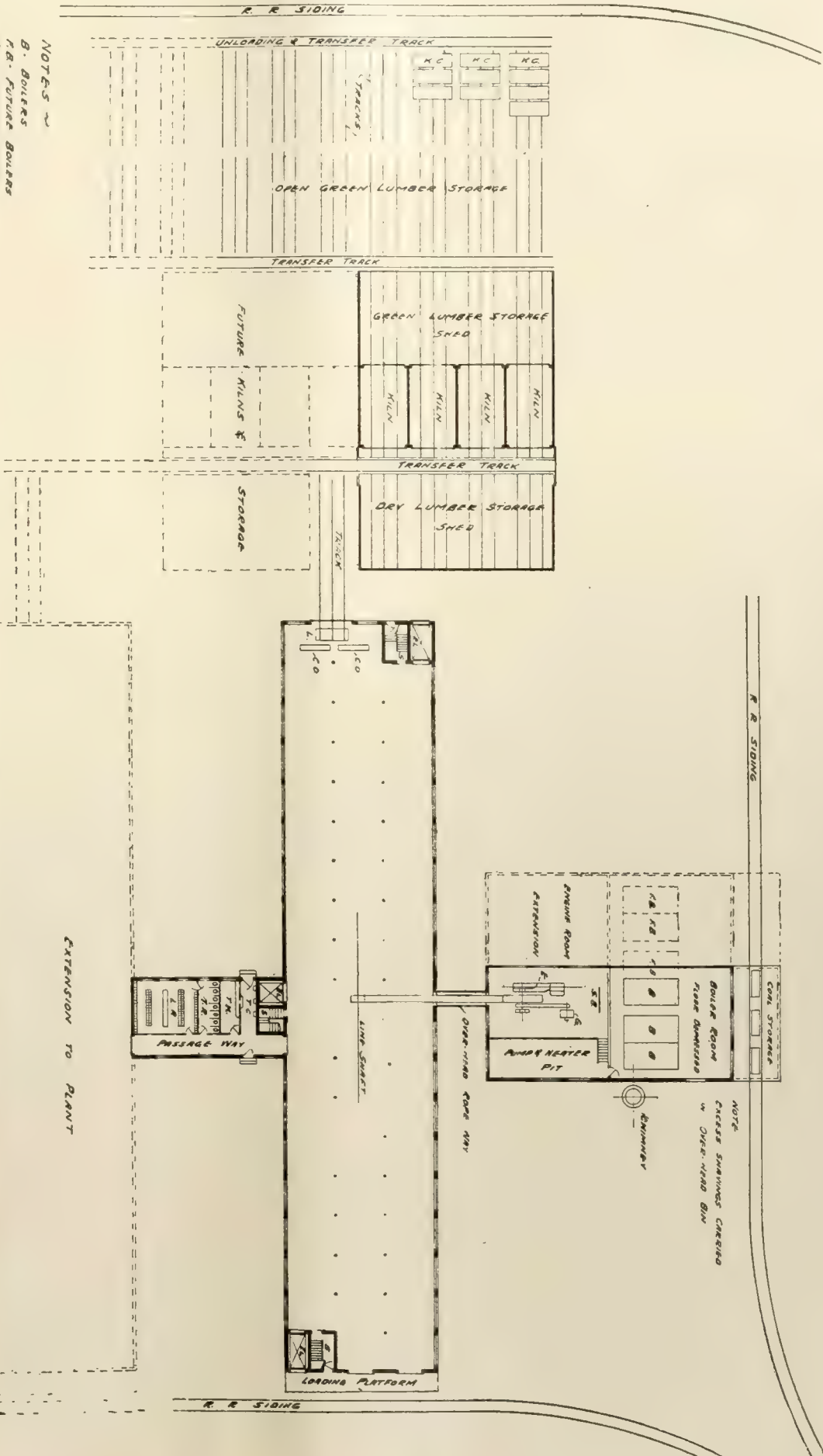
Another feature which will add materially to the safety of a line shaft installation is an automatic stop valve on the engine with electric tripping device. By locating push button stations frequently throughout the plant, the engine and consequently all machinery may be stopped at a moment's notice and many accidents which would otherwise prove serious to both men and machinery be "nipped in the bud."

While, as pointed out above, the electrical transmission of power, when properly designed and installed, is better from the safety standpoint than line shaft drive, yet if poorly installed it may be more of a menace than pulleys and belting. In the first place all electric wiring in a woodworking plant should be installed in rigid metallic conduit. Open wiring is always dangerous to both men and plant and particularly so when inflammable dust may so easily be ignited by sparks. All motors of the direct current or slip ring alternating current type should be of the enclosed pattern in order to avoid danger from fire caused by sparks from the brushes. The squirrel cage induction motor may well be enclosed also to keep out accumulations of dust and dirt from the windings although the danger from sparks is not so prevalent as with the types above mentioned.

Avoid Open Switches

The motor starting equipment should also receive thoughtful study and all types of open switches and starters with exposed live parts avoided as one would the plague. Such equipment is a constant menace to both plant and men and should not be tolerated in this day and age.

Motors, unless connected direct to the machines which they drive, should be located overhead on suitable brackets or platforms and the platforms should be large enough in all cases so as to provide ample room for the repair man. Motor compensators or starters should be of the remote push button control type and should be located on the platform with the motor. This places them in a position where they cannot easily be tampered with and the only part of the equipment with which the workmen is concerned is the push button control station near his machine. Where group driving of machines is used it is advisable to use two or more push



- NOTES ~
- B. BOILERS
 - H.B. FUTURE BOILERS
 - S.B. SWITCH-BOARD
 - G. ELECTRIC GENERATOR
 - F. MAIN ENGINE
 - E. ELEVATORS
 - S. STAIRWAYS
 - C.O. CUT-OFF SAWS
 - L. HYDRAULIC OR SCREEN LIFT
 - H.C. MILN. CARS
 - H.G. TIME CLOCKS & PLANT ENTRANCE
 - T.H. TIME KEEPERS & EMPLOYMENT OFFICE
 - T.R. TOILET ROOM
 - L.R. LOCKER & WASH ROOM

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SUGGESTED LAY-OUT OF FURNITURE MANUFACTURING PLANT
BYRON E. PARKS & SON ENGINEERS GRAND RAPIDS MICH.
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SCALE OF FEET

button control stations so that the motor for driving each group of machines may be started or stopped from several different points.

The remote push button control starter is not only absolutely safe from the standpoint of the operator, but it also effects economies in the consumption of current for a workman has but to touch the "start" or "stop" button, as the case may be, instead of operating a clumsy compensator, or open switch, which he will avoid using as much as possible.

One of the important adjuncts to a woodworking plant is the exhaust system for the removal of shavings and sawdust from the various machines. If well designed it will pay large dividends in promoting the safety and comfort of employees, increasing production and making available for fuel a waste product that would otherwise be difficult and expensive to dispose of. Woodworking machinery produces large quantities of shavings and sawdust and if it is not removed as soon as it is made it soon accumulates on the machines and surrounding floors, interfering with operation of the machine, adding to the discomfort of, if not chance of accident, to the operator and necessitating frequent stops to clear away the refuse.

This refuse also forms a valuable fuel and if not delivered to the boilers by an efficient exhaust system it could not be fired in the furnaces without a great amount of labor being necessary to collect it and deliver it to the boiler room.

Exhaust system should be carefully designed and installed and should fulfill the following requirements:

1. It should handle both light and heavy refuse satisfactorily.
2. The hoods should be designed where possible to also act as guards.
3. Hoods and piping should be laid out so as not to interfere with the operation of the machine, access to working parts, or obstruct the room.
4. It should be laid out to avoid danger of clogging and should have frequent clean out openings thru which to clear the system in case of clogging.
5. The exhauster should be selected striking the proper balance between first cost, power consumption, and power cost.
6. The separator should be ample in capacity so as to obtain efficient separation of the dust and deliver the refuse to the furnaces with a minimum of excess air.

The advantages, in fact necessity, of a good exhaust system are generally so well understood that it does not seem necessary to more than mention the salient features here.

Artificial illumination has been given very little thought and study in the majority of wood working plants which I have observed. In a large plant which I visited recently they were still using gas lights in one of the machine rooms, although the remainder of the plant is lighted with electricity. It hardly seems necessary to state that gas lighting has no place in a woodworking plant, particularly where electricity is available.

Even where plants are lighted with electricity the prevalent system, if system it can be called, consists of a drop cord and bare lamp over each machine or bench with a few thrown in for general illumination. Good illumination will add so tremendously to the safety and efficiency of a manufacturing plant that arguments in its favor seem almost superfluous. "Spotted" fixtures over machines are often advisable but at the same time the general illumination ought to be sufficiently brilliant so that men can see to get around without stumbling over objects on the floor and so that production may be maintained with artificial illumination at the same rate as with daylight. There are many efficient lighting fixtures and reflectors, at reasonable cost, on the market today and a well laid out lighting system augmented by ceilings and walls painted a light color will pay dividends in increased production and decreased accidents, which will surprise any executive still adhering to antiquated methods.

Other features adding materially to the safety and efficiency of the plant, such as adequate fire protection, proper heating and ventilation, satisfactory elevating and conveying machinery suited to the needs of the plant, etc., might be dwelt on at length but can hardly be treated with the brief scope of this paper. In closing I wish to once more remind my hearers that as a general proposition whatever is done to promote the efficiency of a manufacturing plant

will likewise promote the safety of the employees and any measures adopted to promote safety will bring substantial returns in increased efficiency.

Fish Cites Consumers' Letters as Proof of Their Satisfaction with National Inspection and the Integrity of the Trade

Under the caption, "Another Lie Nailed," Frank F. Fish, secretary-treasurer of the National Hardwood Lumber Association, issued a statement on August 30, in which he cites the receipt by the association of 1,000 letters from consumers, as proof that consumers do not subscribe to what he declares is the imputation of "widespread dishonesty and inefficiency placed upon the hardwood industry by certain southern hardwood manufacturers in their proposal to inaugurate a 'Scientific' system of inspection and to set up guarantees of correct delivery in conjunction with the so-called Hoover Standardization Plan." In full, the statement is as follows:

Over one thousand letters received by the National Hardwood Lumber Association from consumers of hardwood lumber in practically every division of the trade, and covering all sections of the United States and Canada, refute decisively the imputations of "widespread dishonesty and inefficiency" placed upon the hardwood lumber industry by certain southern hardwood manufacturers in their proposal to inaugurate a "Scientific" system of inspection, and to set up guarantees of correct delivery in conjunction with the so-called Hoover Standardization Plan.

The consumers of hardwood lumber reveal a total lack of appreciation of the handicap under which they are supposed to be laboring because of the present system of National inspection, and express a strange willingness to continue doing business under this inspection with its bonded guarantee. If they feel the need of any other, or more substantial and perfect guarantee of the delivery of what they purchase, they fail to disclose it in their letters.

These letters were received in response to a questionnaire sent to 3,000 consumers of hardwood by the National Hardwood Lumber Association as follows:

1. Are you familiar with the system for hardwood grading and measurement maintained by this association, known as National inspection?
2. Do you make purchases based upon that form of inspection? If so, have the results derived therefrom been satisfactory to you as a consumer of hardwood lumber?
3. Is it in your judgment desirable to abandon existing grade names and existing standards of quality and to replace them with new grade names and new standards of quality?
4. Are you in favor of having your lumber purchases submitted to the inspection of a bureau directed by governmental authority? Or do you believe that such administration and control should remain within the hardwood industry, which properly includes the producer, distributor and consumer of hardwood lumber?

Ninety-seven percent of the replies received express satisfaction with National inspection, and positively disclaim any desire to renounce it for a new and untried system under the dominance of the Federal government, however cleverly that dominance might be disguised. Additional replies to this questionnaire are being received daily at the executive office of the National Hardwood Lumber Association, and the entire file is open to anyone who may be sufficiently interested to call and examine it.

National's Members Own and Operate 985 Hardwood Mills

The following statement concerning the moot question of the make-up of the National Hardwood Lumber Association as to manufacturers and wholesalers was sent out by Frank F. Fish, secretary-treasurer, on August 30:

So much false and misleading propaganda has gone out regarding the make-up of the membership of this association that a questionnaire was sent out to all members to determine the exact percentage of the membership who were manufacturers of hardwood lumber. Replies have been received from twelve hundred and sixty-eight members and, of this number, six hundred and eighty-three are manufacturers of hardwood lumber owning and operating mills and five hundred and eighty-five may be classed as wholesale distributors.

Many of our members operate several mills, and the actual number of sawmills owned and operated as tabulated from the twelve hundred and sixty-eight replies received is nine hundred and eighty-five, with one hundred members still to be heard from.

It is a well known fact by those informed that the classifications in the mercantile agencies are hurriedly and often carelessly compiled, and these reliable figures obtained first hand, absolutely accurate and up-to-date, prove conclusively that the affidavit being circulated from Columbus, Ohio, which would indicate that this association is controlled by jobbers, is misleading in the extreme and not in conformity with the facts.

Clarifying the Lumber Statistics Question

**By Dr. Wilson Compton*

On December 19, 1921, it will be recalled the Supreme Court of the United States sustained the lower Federal court in the grant of permanent injunction against the so-called "open competition" activities of the American Hardwood Manufacturers' Association. This decision was rendered in such language as to cause much confusion among trade associations as to whether the decision went against all exchanges of trade statistics through trade associations.

The court was divided six to three. From the majority opinion it was not apparent whether the court had ruled on the one question of essential interest to trade associations at large, namely, the legality of the compilation and distribution by associations of current trade information, especially statistics of stocks, shipments, orders, production and sales prices. The dissenting opinions were almost equally confusing. The opinions of competent attorneys were conflicting. Official and unofficial expressions from governmental sources were not in agreement. Some associations, because of a sense of insecurity and indecision, suspended or abandoned their statistical activities.

The Department of Justice was besieged by trade associations and their officers and legal advisors for a definite statement of the Attorney General's interpretation upon the Supreme Court's decision in the Hardwood Case. The help of the Secretary of Commerce was likewise solicited by trade organization officials in an effort to learn the Government's understanding of the law as applied by the Supreme Court, and its policy with respect to enforcement.

The Attorney General in public statement and in semi-private conversations repeatedly stated that "legitimate business need have no fear of Government prosecution or other action as a result of national investigation into prices and trade practices"; and "that the view of the Department of Justice was that it is not unlawful per se for open-price associations or similar organizations to gather statistics or other data"; that "it is only unlawful to collect and compile essential trade and industrial information, when it is used for unlawful purposes." At about the same time the Attorney General further "elucidated" the situation by stating that which trade associations and for that matter all well informed citizens had known for years, that associations, under the law, "cannot fix prices; cannot apportion territory for sales purposes; cannot limit production; cannot control competition."

Would Not Weaken Hardwood Ruling

With respect to the effort of the Department of Commerce to secure what at that time was frequently referred to in anticipation as a "charter for trade associations," the Attorney General, within a month after the hardwood decision, stated that "naturally it is the desire of the Department of Commerce to give to the business public the most accurate information regarding these trade associations that is possible"; * * * "We want," he stated, "to encourage and perpetuate the organization of these associations that are doing a legitimate service for business, but we cannot be accommodating in making concessions to organizations when such concessions weaken or abandon the rule laid down in the recent beneficial opinion" (referring to the Supreme Court decision in the Hardwood Case).

Meanwhile, the Secretary of Commerce was in virtually constant communication with the Attorney General with view to the issuance of a public statement that might sufficiently clarify the law, as interpreted and as proposed to be applied, by the Government, to enable trade associations to resume or continue such activities in current trade statistics as might be helpful to the trade and at least not injurious to the public—and this without embarrassment or fear of unwarranted attack.

Many association officials and attorneys were of opinion that the Department of Justice could, if it were willing, outline the limits of lawful association activities in definite language which could be universally understood and applied. Such statement, however, had never been issued; and it must, it would seem, be apparent to those familiar with the law and legal procedure, that no such definite or specific charter or outline of lawful association activities could safely or wisely be published by the Attorney General. Some acts on the part of associations are, of course, illegal in and of themselves. But these are not the activities which were in controversy. The activities in question and concerning which trade associations desired light were those which in and of themselves had not previously been considered unlawful and which have been held unlawful only if abused or used for some unlawful purpose.

It must be obvious, therefore, that the Attorney General could not reasonably have been expected to issue a statement that would enumerate specific activities which in and of themselves are not unlawful. Upon the test in the courts such a position could not have been successfully maintained and the advice of the Attorney General to just that extent would have been misleading.

No General Guide Possible

In this understanding the National Lumber Manufacturers' Association in January advised the associations in the lumber industry that, although the Secretary of Commerce and the Attorney General had been seeking a basis for an announcement of governmental policy and that, although they were in disagreement on some points, a public announcement was to be soon expected; but that such announcement whenever issued could not be expected or relied upon to furnish a general guide to the lawful conduct of trade associations.

This was the conclusion finally reached in the negotiations between the Department of Commerce and the Department of Justice, although the Attorney General is not competent under the law to advise trade associations, he is under Federal statute, the official legal advisor of the Cabinet officers. The Secretary of Commerce, therefore, requested the advice of the Attorney General with respect to the legality of trade association activities with which the Department of Commerce itself desired to effect some arrangement for co-operation.

This resulted in the publication on February 16 of the so-called "Hoover-Daugherty correspondence." In this the Attorney General stated among other things, in response to specific inquiry from the Secretary of Commerce, that in his understanding, the collection by trade associations of trade information including production, wages, consumption, distribution, stocks and prices; or for trade associations to compile and summarize such trade information; or after collection and compilation to submit it to the Secretary of Commerce to be by him distributed to the members of the Association and to the public, was not unlawful.

On the basis of this understanding, a conference between trade association representatives and the Secretary of Commerce was held in Washington on April 12. Several hundred trade associations were represented, including many lumber associations. There and thereafter it became apparent that trade associations generally were not disposed to place the distribution of current trade statistics entirely in the hands of the Department of Commerce. Especially so, in view of the fact that by so doing they would not acquire any immunity from attack by the Department of Justice acting in its lawful discretion. Furthermore, such an arrangement for the distribution of trade statistics would have involved such delays as to make the information of little if any value when received.

*Secretary-Manager National Lumber Manufacturers' Association, Washington, D. C.

Limitations of Co-operation Laid Down

A few associations voluntarily accepted this arrangement for co-operation with the Department of Commerce. The vast majority withheld their participation. The National Lumber Manufacturers' Association, speaking by direct authorization in behalf of the subscribing associations of lumber manufacturers advised the Department of Commerce:

That it was willing and desirous of contributing to the public welfare and to the stability of the lumber industry by making its current lumber trade information publicly available;

That it was not then and had not been engaged in activities violative of the law;

That it was not willing to commit to the Department of Commerce the distribution of lumber trade statistics which the Association might collect and compile;

That to do so would in substance involve the Association in government regulation and would involve the Government in a direct business enterprise to both of which the National Lumber Manufacturers' Association and its subscribing associations are opposed;

That furthermore, distribution of statistics through the Department of Commerce would in the judgment of the lumber industry involve such delays as to render such statistical service virtually valueless;

That the lumber industry suggests, as a constructive alternative that suitable means be found under the law whereby trade associations might themselves collect, compile and distribute current trade information in such manner and under such arrangements with the Department of Commerce as might be consistent with public policy and meet the needs of the lumber industry.

Government Accepts Lumber Plan

The trade association conference on April 12 did not itself develop any consensus of opinion among trade associations. General statements of desire to co-operate with the Department of Commerce were given free indulgence. Few constructive and specific suggestions were offered, in public meeting. It is not without significance, therefore, that the suggestions of the lumber industry that means be found whereby, through individual and voluntary arrangement for co-operation with the Department of Commerce, trade associations might themselves continue the compilation and distribution of useful trade statistics, has been followed in the new plan for co-operation with trade associations recently offered by the Secretary of Commerce. A brief digest of this plan has this month been sent to each association in the lumber industry. It is deserving of consideration by lumbermen as possibly furnishing a suitable means of taking association statistical exchanges, conducted in good faith, substantially out of the field of public controversy.

The arrangement with the Secretary of Commerce of a plan such as he now proposes obviously involves the approval on the part of the Department of Commerce of the associations' statistical activities as being consistent with the public welfare; and inasmuch as the Secretary of Commerce acts under the advice of the Attorney General, as being consistent also with the Federal laws.

The basic requirements imposed for this purpose by the Department of Commerce, are:

First, that the Association avoid the disclosure of the identity of the business affairs of any individual competitor, either prices at which he has sold, or his costs, or his production, or his stocks.

Second, publicity must be given to the information which is furnished to the association members.

The details of the agreement which an association may enter into with the Department of Commerce are simply an elaboration of these two requirements sufficient to insure their observance.

The purpose of the plan as stated by the Department is that it "will insure the prompt distribution of the trade information, which is vital to its value, and at the same time secure the desired publicity," by insuring its availability to persons not members who are willing to pay a reasonable charge for the information which they receive.

National Accepts Hoover Plan

In accordance with its promise to the Secretary of Commerce more than a year ago, the National Lumber Manufacturers' Association has asked the Department of Commerce that an arrangement with it along these lines be promptly effected. It happens that the statistical exchanges of the National Association have been heretofore conducted in exactly the manner now required by the Department of Commerce as a basis for its official recognition,

co-operation and approval. A suitable arrangement, it is expected, will be completed at an early date. It is suggested that the associations in the lumber industry, especially those among lumber manufacturers, consider the possible advisability of similar action by themselves looking to the removal of current lumber trade statistics from the field of public controversy.

Such action obviously does not and cannot constitute immunity from attack. No arrangement either with or without the Department of Commerce imposes any restraint upon the lawful exercise of the powers of Federal authority in the enforcement of Federal laws. It is, however, obvious that the Department of Commerce, acting under the advice of the Attorney General, the chief Federal officer of law enforcement, would not give its approval, expressed or implied, to any arrangement or activity by a trade organization which the Attorney General considers to be violative of the law. Moreover, no greater evidence of good faith can be exhibited by a trade association than its observance in good faith of the advice of the Secretary of Commerce, who with respect to affairs of industry and commerce is the legally constituted interpreter of the interests of the public.

Further appeal of such an arrangement may perhaps lie in the fact that it is wholly voluntary on both sides subject to momentary termination without prejudice to either party; that it leaves the conduct of association statistical activities wholly in the hands of the Association itself, and this without interference except such as may be voluntarily self-imposed. It can scarcely be expected that any administrative department of the Federal government can go farther in meeting the needs and views and confidence of those trade associations which in good faith and within the law desire the prompt service of up-to-date trade information.

Carriage Builders Prepare for Anniversary

The National Carriage Builders' Association will celebrate its golden anniversary with a convention at the Hotel McAlpin, New York City, October 9, 10 and 11. Fifty years ago the association was organized in Cincinnati. George W. Huston, treasurer of the national association, and Theodore Luth, former president of the Cincinnati Carriage Builders' Association, are in New York making arrangements for the convention, which promises to be the largest in the history of the organization. One of the features of the convention will be a horse and buggy parade down Fifth avenue.

Atkins Saws Used by Contest Winners

E. C. Atkins & Co., Inc., saw manufacturers of Indianapolis, provided the saws which enabled the winners in the log sawing contest at the recent Shrine picnic there to take down first money. The contest would have been "Bill," former Kaiser, turn green with envy. The winners went through a twelve-inch log in twenty seconds. They were coached by John E. Johnson of the Atkins Company, who, after the victory, symbolized it with some triumphant tunes on the saw used.

Hardwood Demand May Be Expanded

Although the United States supplies 80 per cent of the oak used in the River Plate countries, considerable quantities are imported from Europe. Walnut is brought principally from France, Belgium, Spain and Italy and is mostly in the form of veneer. The woods imported into Argentina under the designation "American hardwoods" are chiefly tropical woods from Brazil and Paraguay. Of the five items, pine, spruce, oak, ash, and walnut, the United States supplies 65 per cent of the trade, but there is opportunity to expand the existing market not only by meeting the competition of the native and Brazilian woods which are replacing the American lumber, but also by actual development of the uses. Over the greater extent of the country districts of Argentina and Uruguay the average house of the farm laborer is a shack of mud and sheet iron. As living conditions improve there will be a greater demand for lumber for building purposes.—U. S. Commerce Reports.

Use of Cuban Majagua for Baseball Bats

About two years ago experiments proved that Cuban majagua was ideally adapted for the manufacture of baseball bats. This hardwood is of tough fiber and it can be used for any purpose requiring material that will not break easily. Although not so popular as mahogany and other native woods for furniture, it has been used to a certain extent in the manufacture of chairs. Its resistance to fracture has also led to its employment in the construction of wheels. Within the past year a growing interest has developed in the United States in the importation of majagua for the manufacture of baseball bats. For this purpose it is cut into pieces 38 inches long and 3 inches square. One firm exported to the United States during the past year 1,000 of these pieces.—Assistant Trade Commissioner C. A. Livengood, Habana. U. S. Commerce Reports.

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GREENWOOD



Selling Safety to Woodworkers

**By J. M. Hatch,*

Foreman, The American Seating Company, Grand Rapids, Mich.

To get the best results from safety measures requires first of all salesmanship, and the best results will be obtained only by salesmen who can get the viewpoint of the workers. Workers do not take kindly to one who does not know as much about their machines as they do themselves. So, in order to get the workers interested, let them make the suggestions as to how to guard the machines by just leading them up to the point. Guards made from their own suggestions will be the ones you will get results from. Do not make the men use your guards before allowing them to make suggestions, for what you have may work all right on some jobs and hinder production on others. The men should be the ones from which to get the real facts.

It is just as important to use different methods with men, as to use different guards on the different machines, so one that is a good judge of human nature will get the best results—will prove the best safety salesman.

A guard should not be used as an ornament. Unless it is practical you had best throw it away, for if the men think it is there just to give a shop a well guarded appearance rather than to get real results—the interest and value are lost.

At the American Seating Company we have employee representation and are thus able to give the men a voice in the matter of safety. We have a safety committee from the House of Representatives and one from the Senate that go through the factory each month and investigate and get suggestions from the men. Then only do the committees take action by submitting reports at the next meetings of their bodies. Tags with numbers are left on the parts of machines found dangerous by the committees and are not removed until they are corrected by the safety engineer who turns in the tag. By this method the committees can keep up with conditions in all departments.

But to return to the specific question of salesmanship, selling safety to operators of woodworking machines. To accomplish this various methods may be employed but we have found the First Aid, contests between departments and the employees' magazine as the biggest contributing factors.

Take the First Aid, which was established in 1921, and let's make some comparisons.

In 1920 the total number of days lost due to accident was 1,346.

In 1921, with the First Aid in operation, this figure was reduced to 377.

I might be able with a little figuring to tell you what this has meant in dollars and cents to the company and in dollars and cents to the workers, but suffice it to say that the compensation paid out in 1920 was \$6,914.41, while in 1921 it was but \$1,317.28, a saving of \$5,597.13 here.

First Aid Reduces Inspections

Again, that bugbear—infection—was made the subject of a vigorous campaign to have minor injuries treated in the First Aid and our records show that the lost time due to infection was reduced from 349 days in 1920 to 13 days in 1921.

In one department in our plant the accidents were reduced from an average of 52 a month to none at all for the twelve consecutive months ending March 31 last.

Needless to say, safety devices alone did not accomplish all this. It required the co-operation of every man in the department and this in turn meant that every man in the department was first "sold" on the value and importance of safety—a feat which could not have been engineered had not the management been more than passively interested in the subject.

H. M. Taliaferro, our manager, was one of the handful of men who early came to a realization that industry had become a slaughter house and set about to make a study of safety on the theory that accidents were not unavoidable. He was one of the organizers of the Safety Council in Grand Rapids, just as he was among the first to see that in industry the human element had been overlooked in the mad rush for mechanical development.

And as Mr. Taliaferro said to us in the beginning: "Strange as it may seem, the hardest thing will be to get the man on the job to see the point." He insisted a man's dependents had a right to expect to see him return whole to them after his day's work and that we must "sell" him first of all on the importance of self-protection.

So the industrial relations department started its wheels in motion, always keeping this objective in mind and in the case of the department cited the same committees, co-operating with the men and the safety engineer, adopted safety devices, many of them invented by the men, while a contest between departments was started on the basis of time lost monthly.

But this was not all. The First Aid was at work, in which the full-time nurse played an important part in obtaining the co-operation of the men while "The Seater," our plant paper, was getting the message across through news stories, illustrations and editorials, and at the same time building up goodwill in the organization, which makes that valuable asset—the goodwill of the customer—possible.

And before closing, here's another big little point: See that the foreman is thoroughly sold on safety before spending money and effort on a safety campaign. He is the one closest to the men.

Sawing Hardwoods in the Arizona Desert

One of the most interesting hardwood lumber operations in the country is that of the Roy & Titecomb Company (Inc.) at Nogales, Arizona. The charm and romance of novelty attach to this great multi-million-dollar hardwood institution, situated on the southern verge of the Great American Desert, on the border line between the United States and Mexico, an arid region so little associated with trees and lumbering. Recently the newspapers of Arizona have devoted a good deal of space to the operations of this large concern, showing its importance in the industry of Arizona. But the company is not only important in its desert home state, but throughout the country, where its products enter nearly all lumber markets.

The company goes into the hills and lowlands of western Mexico to get its raw materials and manufactures this timber not only into lumber, but into veneers, plywood, interior finish and many other products. The hardwoods used are Mexican mahogany, Spanish cedar, Mexican walnut, huanacaste, Mexican oak and amap. To get these woods logging crews are sent into the Mexican states of Sinaloa and Nayarit, where all the dangers and hardships of a primitive, untamed and torrid country must be endured. The operations are often carried out miles from railroads. Many varieties used grow on the coastal plains and in the jungles, in a region where the summer rain fall is so heavy that it is impossible to operate between July and November. Not only does the rainy season limit logging to six or seven months a year, but flies and other insects are so disagreeable after the first of June it is hard to get men to work in the lowlands.

The company has to meet this situation by getting out enough logs during its six or seven months logging season to keep the mill at Nogales running all year.

The Spanish cedar grows in the lowlands, averaging from 16 to 30 inches in diameter and from 30 to 40 feet high. The huanacaste,

* Address delivered before Woodworking Section, Eleventh Annual National Safety Congress, Detroit, Mich., August 8 to Sept. 1, 1922.

Long-Bell

Southern Hardwoods

For the Manufacturer

*Distinctive
in
Manufacture
Texture
Grade
Quality*

RED GUM
SAP GUM
BLACK GUM
TUPELO
WHITE OAK
RED OAK
YELLOW POPLAR
ASH, ELM
HICKORY
MAGNOLIA
BEECH

HARDWOOD manufacturing with The Long-Bell Lumber Company is a distinct department. Its hardwoods not only pass through exclusive hardwood mills and through machinery designed especially for hardwood cutting, but these mills are supervised and manned by men whose entire training and experience has been with hardwoods.

All Long-Bell hardwoods bear the company's nationally known brand, the user's assurance that he is obtaining the best it is humanly possible to produce

The Long-Bell Lumber Company
R. A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.

which is a beautiful dark brown wood, also grows on the coastal plains. It has a light green smooth bark, and grows up to 10 feet in diameter, and frequently 60 to 70 feet to its first limbs, attaining a height of 90 feet in many cases. While the sap rots quickly, the wood itself is almost indestructible and has fire-resisting qualities.

White and black oak grow in Narayit at an elevation of 4,000 feet, in the foothills of the mountain ranges, in forest formation. Owing to the heavy rainfall, there are many streams, and although the country is practically frostless the landscape reminds one of New England's wooded hills.

The mahogany, of which the Caoba and Venadillo varieties are considered among the highest grades in the world, does not grow in forests at all, but in small clumps of from 4 to 40 trees in a country densely covered with jungles. It is expensive because of its scarcity and because it grows in sections where the difficulties of logging and transportation are great.

Much of the hardwood felled must be hauled to the railroad on ox-carts.

Transported to Nogales by railroad, the hardwood logs are converted into the finished material by the most modern machinery, in marked contrast to the primitive methods which must be employed in logging.

Products of the mill range from cigar box shooks to the finished interior finish and fixture woods, including ordinary kiln-dried dimension lumber, flooring, ceiling, moldings, sashes and doors, novelty boxes and cases, and material for furniture, fixtures, cabinets, etc., milled to detail. Veneer strip and ply woods also are manufactured.

Capacity of the mill is about 3,000,000 feet board measure per year. The hardwoods are growing in popularity as building material throughout the state and outside, and are being used in many fine homes where quality is desired. The products most in demand are standard dimension lumber, cigar box lumber, thin veneer and material suitable for interior finishing.

Death Comes Suddenly to Leading Memphis Lumberman

The remains of the late C. L. ("Lem") Wheeler, vice president of the Pritchard & Wheeler Lumber Company, Memphis, Tenn., and joint owner, with William Pritchard, of J. W. Wheeler & Company, Madison, Ark., were laid to rest at his old home at Noblesville, Ind., Saturday, August 26, following his sudden death three days earlier in Boston from a third stroke of paralysis. Reports received in Memphis from Boston, where Mr. Wheeler and Mrs. Wheeler were on an automobile tour, had indicated that he was considerably improved and news of his sudden death came as a distinct shock to his many friends, in and out of the lumber industry, in Memphis. He was 56 years of age. He had been in failing health for about two years.

Mr. Wheeler came to Memphis about 25 years ago and engaged in the lumber business with his father, J. W. Wheeler. After the death of the latter, he became associated with William Pritchard and the two took over the plant of J. W. Wheeler & Company at Madison, Ark., and also formed the Pritchard-Wheeler Lumber Company, with offices in Memphis and mill at Wisner, La. Mr. Wheeler had a number of smaller operations in which he was interested at one time but he had disposed of these prior to his death.

He was a member of the Tennessee Club, one of the leading social organizations of Memphis. He was also an active member of the Lumbermen's Club of Memphis. Members of the latter forwarded a handsome floral tribute to Noblesville as a token of love and esteem.

Advantages of Ready-Cut Dimension Stock

Industrial investigations made by the United States Forest Service on the production of small dimension stock at factories of the chair industry substantiate the chief claims made for ready-cut dimension stock. These studies revealed interesting waste and cost data which show conclusively that the advantages of obtaining small-sized stock from the mill are not

all on one side. As the following summary shows, the factory owner and the lumberman would be equally benefited.

For the factory owner or wood user, ordering ready-cut dimension stock from the mill would

1. Permit the purchase of clear, high-grade, ready-cut stock at prices equal to or less than those of clear high-grade lumber.
2. Eliminate the freight on waste which often runs from 15 to 55 per cent of the cost of the material f.o.b. factory.
3. Reduce the amount of stock stored in the yard, and thereby reduce the amount of working capital required.
4. Reduce the real estate investment by decreasing yard and kiln space.
5. Largely eliminate the cutting-up room and thereby conserve floor space and labor or make it available for increased production.
6. Lower overhead costs by decreasing insurance, depreciation, real estate investment, working capital, power, and non-productive labor.
7. Solve the problem of hauling and carting waste.
8. In general, lower the cost of the finished product.

For the mill owner or lumberman the production of small-sized stock would:

1. Offer opportunities for the utilization of short and crooked logs now left in the woods.
2. Lower the present stumpage by increasing the yield over the estimate.
3. Reduce the logging costs by increasing the amount of material obtained per acre.
4. Reduce the fire hazard by lessening the debris left in the woods.
5. Increase utilization at the mill of low-grade material and present-day waste, such as slabs, edgings and trimmings.
6. Decrease the investment per unit of production.
7. Concentrate at the mill the waste now divided among woods, mill and wood-using factory, and thereby afford greater opportunities of utilizing it.
8. Create a stabilizing influence on the entire industry.

Besides offering these immediate advantages to the industry, the production of ready-cut dimension stock at the mill would constitute a big step toward the conservation of the rapidly disappearing hardwoods. It would provide for a future supply, stabilize woods, mill and factory labor, and prolong the life of the wood-using industries.

Offers Southern Lumbermen Perpetual Supply of Timber

Progressive southern lumbermen, who are looking westward for future stands of timber as their own holdings become cut out, are showing great interest in the biggest offering of Government timber ever made, says the Forest Service, United States Department of Agriculture.

The timber unit offered lies within the Malheur National Forest in Oregon and contains 890,000,000 feet of timber, 87 per cent of which is yellow pine. It is one of a group of logging units all tributary to Burns, Ore., totaling 6,700,000,000 board feet. This forest region, Government foresters say, will produce an annual cut of 60,000,000 feet for all time, thus insuring a continuous supply of raw material for the local lumber industries and steady employment for mills and woods workers. The opening up of the Malheur forest presents an unusual chance for a new and permanent location for some company which is through in the South, say the foresters.

Cocobola Poisoning

Cocobola has come to be generally used in the manufacture of handles of various kinds, particularly for knives and small tools. The wood is easily worked, holds its place and because of its natural oil content is little affected by water. It comes from Panama, Costa Rica, Nicaragua and other parts of Central America.

The wood itself seems to be perfectly harmless, but the dust arising in manufacture is likely to produce a rash resembling ivy poisoning on the hands, forearms or other parts of the body of a workman, which is very annoying and sometimes serious. Some workmen are very susceptible, while others are apparently immune. Some manufacturers have very little trouble, others have no end of it. It is claimed, though the matter is not settled, that the wood from Panama is poisonous, while that from Nicaragua, Costa Rica, etc., is not.

In handling cocobola every effort should be made to reduce the amount of dust in the room, to keep down the number of hand operations, and to insist on the workmen keeping as clean as possible by bathing at least once a day. The trouble seems to arise from the dust and oil clogging the pores of the skin. Bathing with salt water is beneficial. Upon the first sign of skin trouble the workman should be removed to other work and care taken to prevent infection, which may produce blood poisoning.

Workmen in mills where paper-birch logs are used often suffer from a skin eruption which is due to the fine powder on the bark. This dust is extremely fine and tends to collect where the clothing is tight. This trouble is attributed to the clogging of the pores of the skin and not to any poisonous properties of the bark.

ATKINS

SILVER STEEL SAWS

IF YOU could manufacture twice as much good lumber by using

ATKINS SILVER STEEL SAWS

and Machine Knives, instead of saws and knives of inferior quality, how long would you continue to use the poor ones?

That is a question for you to decide. We have many letters from our customers which indicate that there are no other saws or knives as good as Atkins. Order Atkins now; do not substitute. Place your order at nearest point below for

"The Finest on Earth"

Leading manufacturers of Saws, Saw Tools and Machine Knives, also Atkins-Coleman Feed Rollers. Use Acrolite and Ferrolite Wheels for your saw gumming and knife grinding. Increase your belt efficiency by using Cantol Belt Wax.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

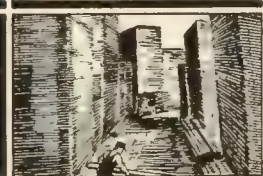
Canadian Factory, Hamilton Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks In The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S.W.
Minneapolis	San Francisco	Vancouver, B.C.





YARD AND KILN

*A Section Intended to Promote Efficiency
and Economy in Lumber Drying*



Hardwood and Softwood Drying Schedules

Eleven kiln drying schedules which cover practically the entire range of hardwood and softwood lumber drying have been prepared by the U. S. Forest Products Laboratory, Madison, Wisconsin. These schedules are based on the moisture content of the stock in the kiln, which is the safest basis and the one which assures the most uniform results. They are presented in two series, Nos. 1 to 8 being for hardwoods. The two series supplement each other, and taken together form eleven steps from the most severe to the mildest drying conditions recommended for general commercial practice. No. 000 of the softwood schedules is the most severe, and No. 8 of the hardwood schedules is the mildest.

Following the schedules are lists of hardwood and softwood species with an index of the schedules to be used in drying them. The schedules indicated for the hardwood species are safe for drying lumber up to 6/4 inch thick. For each inch over 6/4 in thickness a schedule one milder (numbered one higher) than the one listed for the species should be used. The schedules to be followed in drying different thicknesses of softwood lumber are listed in the table. When it is necessary to dry at one time in the kiln two or more kinds of lumber requiring different drying schedules, the mildest of the schedules required should be followed.

Perfect drying does not always result from merely following a schedule, no matter how closely temperature and humidity conditions are made to conform to those specified. The operator must be trained to watch the conditions of the stock in the kiln and to apply the proper remedy if things start to go wrong.

HARDWOOD SCHEDULES 1 TO 4

Stock mois- ture con- tent	Schedule 1			Schedule 2			Schedule 3			Schedule 4		
	Dry	Wet	Rel.	Dry	Wet	Rel.	Dry	Wet	Rel.	Dry	Wet	Rel.
	bulb	bulb	hum.	bulb	bulb	hum.	bulb	bulb	hum.	bulb	bulb	hum.
temp.	temp.	%	temp.	temp.	%	temp.	temp.	%	temp.	temp.	%	temp.
40	140	132	80	135	128	80	130	123	80	125	118	80
40	145	135	75	140	130	75	135	126	75	130	121	75
30	150	137	70	145	133	70	140	128	70	135	123	70
25	155	136	60	150	132	60	145	128	60	140	123	60
20	160	135	50	155	131	50	150	126	50	145	122	50
15	165	127	35	160	124	35	155	124	40	150	120	40
10												
to	170	116	20	165	112	20	160	115	25	155	111	25
Final												

HARDWOOD SCHEDULES 5 TO 8

Stock mois- ture con- tent	Schedule 5			Schedule 6			Schedule 7			Schedule 8		
	Dry	Wet	Rel.	Dry	Wet	Rel.	Dry	Wet	Rel.	Dry	Wet	Rel.
	bulb	bulb	hum.	bulb	bulb	hum.	bulb	bulb	hum.	bulb	bulb	hum.
temp.	temp.	%	temp.	temp.	%	temp.	temp.	%	temp.	temp.	%	temp.
40	120	113	80	115	109	80	110	105	85	105	101	85
40	125	116	75	120	111	75	115	109	80	110	104	80
30	130	119	70	125	114	70	120	111	75	115	107	75
25	135	121	65	130	116	65	126	112	65	120	109	70
20	140	120	55	135	116	55	130	112	55	125	110	60
15	145	119	45	140	115	45	135	111	45	130	109	50
10												
to	150	112	30	145	108	30	140	108	35	135	107	40
Final												

INDEX OF SCHEDULES FOR DRYING HARDWOOD LUMBER (Up to 6/4 inch thick)

Species	Schedule	Remarks
Ash	2	
Basswood	1	
Beech	3	Relieve stresses often
Birch	1	
Boxwood	5	Squares or quartered stock only
Burternut	2	

Cherry, black	5	
Chestnut	2	Relieve stresses often
Cottonwood	2	
Elm	2	
Gum, red	2	Including "sap gum"
Gum, black	3	
Hackberry	2	
Hickory	5	
Holly, American	4	
Hornbeam (Ironwood)	4	
Locust	5	
Magnolia	4	
Mahogany	4	
Maple (hard and soft)	3	
Oak, red and white	6	Northern highland stock
	8	Southern lowland stock
	7	N. lowland, S. highland
Osage orange	5	
Persimmon	5	
Poplar, yellow	1	
Sycamore	5	
Cotton gum (Tupelo)	3	
Walnut, black	5	
Willow	2	



(Photograph furnished by the U. S. Forest Service)

Laboratory Engineer Making Chemical Smoke Test

Testing Kiln Circulation with Chemical Smoke

Since it is the air that removes the moisture from the surface of lumber in a dry kiln, the movement of the air must be ample in all parts of the kiln, or uneven drying will result. The drift of smoke produced by some burning substance is often used as an indicator for searching out zones of too rapid or sluggish circulation in kilns.

This method is greatly facilitated by the use of the apparatus shown here which was developed at the U. S. Forest Products Laboratory, Madison, Wis. In this device, the use of which involves no fire hazard, as in burning rope, punk, etc., in the kiln, the fumes of hydrochloric acid are blown across ammonia; and an abundance of harmless, visible fumes are produced. These fumes, being of approximately atmospheric temperature, have little tendency to rise or fall independent of air currents.

Comparative Strength of Air-Dried and Kiln-Dried Wood

Some wood users claim that kiln-dried wood is brash and not equal in strength to wood that is air-dried. Others advance figures purporting to show that kiln-dried wood is much stronger than air-dried. But some 150,000 comparative strength tests, made by the Forest Products Laboratory, of the U. S. Forest Service, on kiln-dried and air-dried specimens of 28 common species of wood show that good kiln drying and good air drying have the same effect upon the strength of hardwood.

The belief that kiln drying produces stronger wood than air drying is usually the result of failure to consider differences in moisture content. The moisture content of wood on leaving the kiln is generally from 2 to 6 percent lower than that of thoroughly air-dried stock. Since wood rapidly increases in strength with loss of moisture, higher strength values may be obtained from kiln-dried than from air-dried wood. Such a difference in strength has no significance, since in use a piece of wood will come to practically the same moisture condition whether it is kiln dried or air-dried.

It must be emphasized that the appearance of the dried wood is not a reliable criterion of the effect the drying process has had upon its strength. The strength properties may be seriously injured without visible damage to the wood. Also, it has been found that the same kiln-drying process can not be applied with equal success to all species. To insure uninjured kiln-dried material, a knowledge of the correct kiln conditions to use with stock of a given species, grade, and thickness, and a record showing that no more severe treatment has been employed, are necessary.

Tiemann Returns from Australian Service

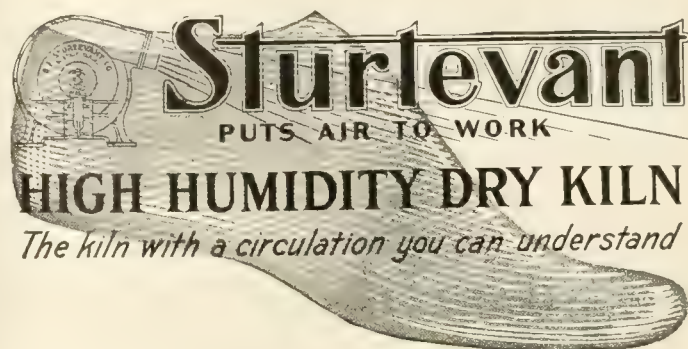
H. D. Tiemann, dry kiln expert of the U. S. Forest Service and special lecturer in forestry and wood utilization at the University of Wisconsin, has returned from a ten months' trip in Australia and New Zealand. Mr. Tiemann's services were loaned by the United States government at the request of the Australian Forest Commission to advise them concerning the kiln drying and utilization of native timber. In addition to advisory and experimental work, Mr. Tiemann conducted a course of lectures on kiln drying, which are to appear as a Victorian Government Bulletin. He started an agitation against forest fires and also delivered numerous addresses and lectures in Melbourne, Perth, Christchurch, Wellington and Auckland. An enthusiastic farewell reception was given Mr. Tiemann and Mrs. Tiemann on the occasion of their departure at Melbourne.

Bulletin on Air Collecting and Conveying

The B. F. Sturtevant Co. of Hyde Park, Boston, Mass., has just issued a new 72-page Engineering Bulletin on Pneumatic Collecting and Conveying.

It contains 33 pages of pictures and diagrams, 17 pages of useful tables—how to find the size of fans, the suction, volume, R.P.M. and horsepower for any system, cubic feet of air handled per minute, size of pipe and ducts used, and various other valuable tables.

Data is also given on dust collecting from grinding and polishing machines, tumbling barrels, sand blast machines, coal breakers, shoe machinery and the removal of fumes, gases, etc. In addition, there are parts on the conveying of pulverized coal, fibrous materials, coffee, ashes, wool, wood chips, etc. It is a most comprehensive treatise on Pneumatic Collecting and Conveying Systems. A copy will be sent on request.



And Shoe Lasts

In all probability, the shoes you wear are dependent, in a measure, for their good appearance on a Sturtevant Dry Kiln.

The shoe last is kept inside the shoe while it is being made so that when the shoe is finally completed, it takes the exact shape and mould of the last inside.

Should a last swell or shrink ever so little, while the shoe is in the making, the result would be an ill-fitting, uncomfortable, poorly-shaped shoe.

Good shoe-last manufacturers, therefore, dry their somewhat expensive, clear, maple blocks in a Sturtevant Kiln.

Bulletin 282 is in reality a practical, authoritative treatise on lumber drying.

Your copy is here for the asking.

HYDE PARK,

::

BOSTON, MASS.

The Executive's Round Table

This Department Is Maintained for the Use of Hardwood Record's

Subscribers and Is Open at All Times for a Frank Discussion of Any Subject Having to do with the Production, Sale, Shipment, or Utilization of Hardwood Lumber

Letters on Dimension Question from Users and Producers of Hardwood Lumber

The large consumer of hardwood lumber who wrote the following letter states a startling case and one which the hardwood producer might well give serious thought to. Isn't it true that certain customs are followed merely because they are old customs and hence accepted as being the "only way"?

April 8, 1922—Editor *HARDWOOD RECORD*: That some revision of the present apparently haphazard method of mill operations is advisable to put the lumber business on a profitable plane is imperative goes, I think without saying. I had rather extended interviews yesterday with representatives of three lumbering companies and from not a single one of the three was I enabled to get any definite quotation or promise of delivery on rather a large stock of lumber for which we are in the market at this time. Two of them said that they couldn't supply our requirements at all. One of them said he would see what his mill could do and then all three of them spent a good deal of time relieving themselves of their congested feelings on the fact that the mills apparently had a great deal of lumber, but they wanted to dispose of it and turn the inventories into cash and that their, the salesmen's, efforts were practically ineffective because they could not offer manufacturers what the manufacturers wanted. It is obvious, therefore, that our experience has not been unique and in both the body and furniture business it is evident that there is a distinct trend towards the use of other materials than lumber, caused, I really believe, based on our own experiences, by the difficulty of securing lumber in sizes that can be used for various types of manufacture. Your own experience and your centralized position do, of course, give you a much wider range of the field in general than our limited experience could possibly do. It may be also, I'll grant, that the representatives calling on us may be exceptions to the general rule, but they are so nearly unanimous in their statement of the present position that I think you have hit the nail on the head when you state that the future of the hardwood lumber business absolutely requires a tremendously greater concentration on the problem of merchandising lumber products, and in view of the standardization of factory production generally the former plan of buying a tract of timber, turning in logging crews, erecting a saw-mill and merely proceeding to log and saw anything obtainable on a guess basis, and then going out and trying to sell this material is most inefficient and generally unsatisfactory both to the mill, which finds itself with enormous quantities of lumber on hand and no sale, and the manufacturer, who finds himself unable to secure lumber which it can use with the minimum of waste.

It will be interesting to see what can be worked out with a view to remedying this situation.

Difficulties of Making Lumber and Dimension at Same Mill

The hardwood man specializing in the production of dimension stocks, who wrote the letter carried below, bases his observations on a long period of practical experience during which he determined that money could be made in dimension manufacture under certain conditions.

March 10, 1922—Editor *HARDWOOD RECORD*: I have been reading the articles in *HARDWOOD RECORD* and other trade papers recently, on the subject of dimension stock and dimension prices. Much of what is said seems to be based on fact and some of experience, but it is nevertheless valuable and interesting.

The writer has had experience of about twenty years operating dimension mills in Alabama, and it was profitable and satisfactory to us and those who have used our stock and stock as well as a sawmill and a planing mill in the same place. They may be condemned or they may be commended. If condemned they must have had the power and ample space and other facilities set with a view to economical operation, and a planing mill, which is not provided to keep all dimension stock in the mill, but to get it out from the saw. Dimension stock

power and space and shed room required. It should be centrally located where timber could be secured for several years' run, and where trained help and mill operators could be had and kept in a well organized crew. A dimension mill business will fail if it does not make and ship exactly what it agrees to. A satisfied customer is the only one worth having.

As to prices: Our experience was that our money was made in cutting the large dimensions from the best quality of oak, hickory and ash logs, on special orders. We never cut standard dimensions, as the price was below a profitable point and we would not be surprised if it would be so now, and continue until the demand exceeds the supply the mills in operation can furnish.

It occurs to us, it would be rather difficult to get orders for dimension stock from furniture factories, as the style of their furniture is constantly changing, and cuttings are made from time to time for only a limited quantity of their various patterns. Therefore, lumber on their yard might be a better commodity than dimension stock that had to be recut.

The trouble with working up closely, into clear dimension, what would otherwise go into the wood pile or refuse burner, was the fact that a profitable price could not be secured for it. The smaller the stock the more it costs to manufacture and handle it, but to our knowledge it has never yet sold, except at a low price. If clear dimension stock could be sold at the price of clear lumber, it would save the consumer the cost of cutting, and save the absolute waste of a large percentage of timber now being left in the woods to rot, and make shipments possible under existing high freight rates, that prevailing methods prohibit. Who can answer the question of, "How to get the price?"

Has Been Unable to Secure Right Prices for Dimension

The following letter comes from one of the best known hardwood manufacturers in the country, a man whose word is of particular weight on the question of dimension stock, because he not only is an efficient manufacturer of long experience, but also because he is largely and intimately interested in several important furniture factories.

April 1, 1922—Editor *HARDWOOD RECORD*: Replying to yours of March 31, relative to dimension stock for woodworking factories:

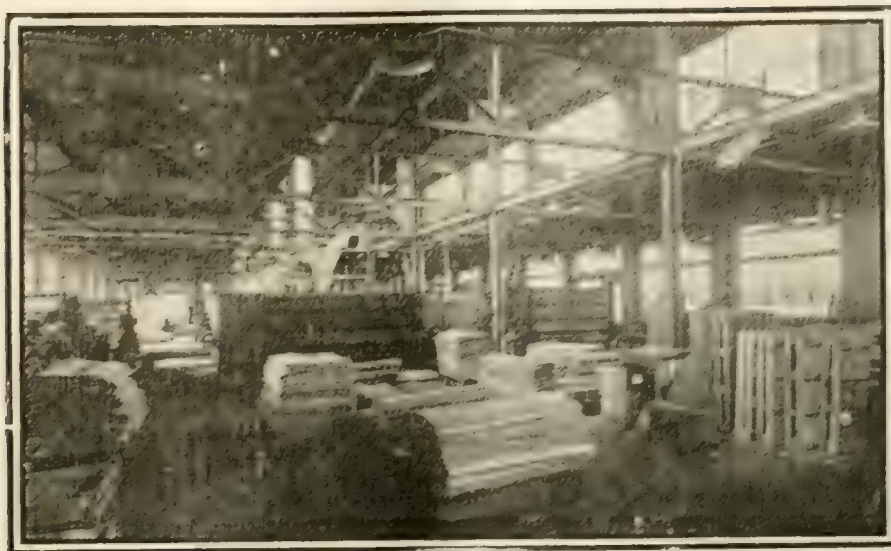
Our concern is well equipped with up-to-date machinery for making dimension stock, both in clear lumber suitable for cabinet work, etc., and for crating stock. We have been working this for a number of years, but have never been able to do as much of this—especially in the clear stock—as we would be able to do, from the very fact that the consumers were not willing to pay what the stock was worth, or anywhere near what it would cost them to manufacture this stock from lumber that they might purchase. Dimension stock properly manufactured should bring as much or more than the FAS lumber, depending, of course, largely upon the specifications for dimension. For example, take seat stock used by the chair manufacturers sold 3½" and up wide: This is not worth as much as chair backs or chair arms where they are cut to exact widths. Where you cut exact widths, the stock should bring about 25 per cent more than FAS.

Owing to the present high freight rates, it would mean quite a saving to the manufacturer and consumer to buy dimension stock. I realize that we need an extensive campaign, both to educate the sawmill men who are wanting to make dimension stock to manufacture it properly and to get the consumers to make some reports as to how the dimension prices compare with their costs. If they will keep an account of what they are getting out of their lumber they can do this. We think there is quite a number of them who do not know their costs as they should. Whenever we find one who does, we rarely have any trouble in selling him dimension stock.

If there is anything more that we can do that will be of any assistance to you in furthering this cause, we shall be very glad to favor you.

The dimension mill is not a small mill, on account of the double

Drying—

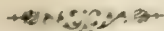


INTERIOR OF OUR UNEXCELLED DRYING PLANT

Correct Drying

—a most exacting science, is necessary in the making of Veneers.
Exacting care in the operation of our Textile dryers
assures perfect drying of our

Superior Veneers



Wood-Mosaic Company

INCORPORATED

LOUISVILLE, KENTUCKY

Representative
H. ROBERTSON
230 Lyon St., N. W.
Grand Rapids

Representative
GEO. W. STONEMAN & CO.
247 N. Dear St.
Chicago

Donald R. Brewster
Expert Consultant
OPERATION OF LUMBER DRY KILNS
28 Blymer Building, Cincinnati, Ohio
TRAINING OF KILN OPERATORS A SPECIALTY

Chair Maker Raises Question of Drying Dimension

The next letter comes as indicated from a manufacturer of chairs, who raises the grave question as to the possibility of shipping dimension stock that will prove ultimately satisfactory when such stock is made from green material.

April 3, 1922.—Editor HARDWOOD RECORD: Referring to your comment on the third paragraph of our letter would say that we have considered the matter of dimension stock a great many times and have made a good many purchases, in fact, we just now bought two cars of dimension, represented to us to be exactly what we wanted, to be full size and all that. From one of the cars we had to throw out practically one-half because of its being undersized. It got into this condition by drying out of shape. The other car had also a considerable amount of poor, which we had to sort out, the material being bought as perfect.

There are two things in connection with this matter which have never been corrected; one of which we do not think can be corrected, in our own case, which prevents us from buying largely dimension. One of these things is the fact that, due to grade of chairs we make, a complete standardization of sizes, as is desirable, is not possible and for us to carry in dimension a satisfactory supply of material would run our inventory to figures much beyond what we would care to have it go, that is to say, if we have 2" plank in the yard, for instance, we can get out of it a great many items, whereas if we had 2"x2"x19" squares we could get out of it just one item. This, however, is our personal case rather than the lumber manufacturer's, and can, to some extent, be gotten around by the fact that dimension lumber is shipped green, cut green, anyway, and cut many times from portions of the tree which are susceptible to very great distortion in drying. It is not an unusual experience, at all, to find the case referred to above where half a car falls undersize because of change of size in drying.

If some lumber manufacturer saw fit to take his waste lumber and dry it and then saw dimension from kiln dried waste we do not believe but what he could run his plant to capacity 365 days every year or, at least, until so many manufacturers did it that the market was filled.

We have had so many sad experiences in buying dimension, properly gotten out all right at the time it was sawn but which has become either distorted or defective in some other way in drying, that this phase of purchasing lumber has very little attraction for us.

What we meant by our statement was this: One of our acquaintances manufactures baby carriages. Having designed his baby carriage he can buy stock of just such width, length and thickness so that he can determine what his waste will be. For instance, if he buys No. 1 common lumber, depending on whom we get it from, that is, whether it is a man who chooses to ship a very high grade or one who gets a very low grade, the waste of what we saw will vary perhaps 25 per cent. That is what we meant when we said that we would like to buy a thousand feet of lumber with the guarantee that we could get so many of a certain shape or piece out of it.

Keep Track of the Minor Costs

A lumberman in southern New England who has made a success of the portable sawmill business says that the majority of the portable millmen in his region do not know how to keep accounts or work out their costs. As a result, such men are not only heading for failure without knowing why, but they are also injuring all the others in the business. The fact has been emphatically demonstrated of recent date. More often than not, one of these men will unwittingly sell his output at less than cost and in so doing keep the market down so that one who does know the actual costs can barely make a living.

Most every lumberman knows what are the actual bare costs of production, such as his stumpage value, cost of cutting logs, drawing to the mill, sawing, sticking and delivery on cars. The costs he usually does not know are such as overhead, insurance, bad accounts, etc., and if asked concerning them would probably say they were of minor importance. This is just where he makes the mistake that sooner or later wrecks his business.

To illustrate this point, the lumberman in question worked up two tables, one containing the major or obvious costs of a portable mill operation and the other containing those of so-called minor importance. The first is taken from cost sheets as an average of three mills from July 1 to December 1, 1919; the second based on the total amount cut during the year.

Major Costs per Thousand Feet

Cutting	\$3.25
Drawing in, including swamping	4.25
Sawing	6.75
Piling	1.65

Total \$15.90

Minor Costs per Thousand Feet

Building shanties	\$0.40
Bad accounts46
Compensation insurance50
Maintenance of sawmill.....	1.50
Fire insurance on lumber, wood and buildings ..	.19
Job overhead	1.10
General overhead	4.34

Total 8.49

Total of both tables..... \$24.39

To this cost of \$24.39 per thousand feet must be added the stumpage, which is a variable quantity and differs for practically every lot purchased; also an amount to cover deterioration, taxes, shrinkage, interest on the investment and insurance upon stumpage. From which it is evident that if a man is to succeed in the portable mill business he cannot afford to neglect any items of cost because supposedly of "minor" importance.

Experiments Begun to Determine Most Economical Drying Methods

The United States Forest Products Laboratory at Madison, Wisconsin, and the New York State College of Forestry at Syracuse are engaged in a series of co-operative experiments to obviate lumber losses to the public. The amount of money wasted each year through improper seasoning methods of lumber is enormous. Every time a board in the lumber yard of dry kiln is warped or checked through improper drying, a sum of money is extracted from the pocket of the consumer sufficient to offset that loss to the manufacturer.

The campaign for better utilization of lumber is being carried on in various sections of the United States through the co-operation of educational institutions or lumber companies with the Forest Products Laboratory. The work in New York has been turned over to the Forestry College under the direction of Prof. R. J. Hoyle of the Utilization Department.

The Blount Lumber Company at Lacona is permitting the use of its plant for some of the experiments. Floyd Blount of the class of 1920 is in charge of the lumber yards for the company and it is through his assistance that Professor Hoyle is carrying on the investigations. More than a year will be required before any conclusive data can be obtained according to the way the work is planned.

Yellow birch is the chief species of wood being used. It is believed that yellow birch is the coming hardwood in the lumber trade in New York, hence the experiments will be correspondingly valuable. This research work is intended to determine the fastest drying rates consistent with the least depreciation in stock and the least cost in handling and the least yard space required.

Experiments with several kinds of lumber will be started in other sections of the state as soon as Professor Hoyle is able to make arrangements with lumber companies equipped with proper facilities.

West Virginia Hardwoods

85 Per Cent
of All
Hardwoods
is
Consumed
in this
Territory



Oak
Yellow Poplar
Basswood
Maple
Chestnut, Beech
Birch, Cherry
Hickory, Ash
Walnut

WEST VIRGINIA has long been celebrated as a production area for QUALITY Hardwoods. Her geographical location lends itself to SERVICE, which is so necessary in these days of keen competition. When you want the happy combination of QUALITY and SERVICE it is yours for the asking.

The W. C. Barlett Lumber Co.

Charleston, West Virginia
BAND MILL—Spice Run, West Virginia

Eakin Lumber Company

MANUFACTURERS

West Virginia Hardwoods, Rough and Dressed
WESTON, WEST VIRGINIA

Mills: Sykes, W. Va.

Shipping Point, Erbacon, W. Va.

American Column & Lbr. Co.

Brunson Building, Columbus, Ohio

Smoot Lumber Company

Cowen, West Virginia

Mfrs. Maple and Chestnut Lumber

The Meadow River Lumber Co.

Manufacture High Grade

Oak, Maple, Beech, Birch

FLOORING & HARDWOODS

RAINELLE, WEST VIRGINIA

Rockcastle Lumber Company

Headquarters

Huntington, West Virginia

Manufacturers W. Va. Hardwoods and Hemlock

MILL—Seth, West Virginia

Annual Capacity, 22,000,000 Feet

The Wilson Lumber Company

Wholesalers and Manufacturers

HARDWOODS

BAND MILL: Mill Creek, W. Va. OFFICE: Elkins, W. Va.

Sharpnack Lumber Company

Mfrs BAND SAWED WEST VIRGINIA HARDWOODS

White Oak Red Oak Yellow Poplar Chestnut Basswood Beech Maple Hickory Walnut

Band Mill and Mill Office: VERNER, Logan County, West Virginia

General Offices: 1015-1016 First National Bank Building

HUNTINGTON, WEST VIRGINIA

(Address all Inquiries to Huntington Office)

All lumber band sawed and of our own manufacture. We can ship straight cars of

4:4 to 8:4 of any grade in all kinds of lumber which we list.

Pertinent Information

Vanished Forests Imperil Michigan's Wood Industries

Of Michigan's wood-using industries only those manufacturing the higher priced products have been able to withstand the local timber famine resulting from the rapid cutting of the State's timberlands, says the Forest Service, United States Department of Agriculture, which is investigating the economic effects of forest devastation there.

Manufactures dependent on a local timber supply have dwindled as Michigan's forests have disappeared. The State's consumption of wood for agricultural implements fell from 16,500,000 board feet, in 1910, to less than 7,000,000 in 1920. Woodenware, handle, and novelty outputs have decreased sharply as the manufacturers have been forced to localities where wood is close at hand. Over 516,000,000 board feet, or forty-three per cent of the total lumber consumed by all factories in 1910, went to plants making planing-mill products, sashes, and doors; during the following ten-year period this amount was reduced by more than one-third.

Each year Michigan's wood users become more and more dependent on other States. In 1910, 62 per cent of the wood used by these industries was grown locally; in 1920, the home-grown wood had dropped to 40 per cent.

Production of furniture and musical instruments, on the other hand, has increased, partly because, the Forest Service points out, these industries use only high-grade stock and can afford to pay the freight charges for importing their raw material from distant regions.

Even the automobile manufacturers, consuming 313,000,000 feet annually and ranking first among the wood users of the State, must go far and pay high for their lumber.

Meanwhile the timberlands of other regions, says the Forest Service, are being depleted as swiftly as were those of the Lake States, and if Michigan's great wood-using industries are to be permanent the State must grow its own timber instead of depending on importations from other States whose own wood supply is fast vanishing.

An Interesting Accessory to Caterpillar Tractors

The Holt Manufacturing Company, Peoria, Ill., has recently perfected a very practical and useful accessory in the form of a rotary pump which can be quickly attached to any five-ton Caterpillar tractor. The illustration shows the operation of this machine and its method of attachment to the tractors.

The pump is capable of delivering 220 gallons of water per minute under a working pressure of 100 pounds per square inch. At normal speed of 1000 R. P. M. it throws an inch and an eighth stream 100 feet in the air and requires but twenty-six H. P., which is only about two-thirds of normal motor capacity of the five-ton Caterpillar, thus providing a large reserve for overloading.

This reserve capacity makes the equipment useful in patrol work in state forests, timber districts and similar work as it makes possible the use of a long hose for intake and discharge. The combined equipment should prove an innovation for such work as the Caterpillar can penetrate from any points inaccessible to other vehicles and travel at an active speed.



Holt "Caterpillar" in the Role of Pump

Clubs and Associations

A. W. L. A. Party Starts West After Chicago Meeting

The official party of the American Wholesale Lumber Association whose itinerary has been noted in the trade papers, gathered in Chicago on the first and discussed matters of importance to the association as well as those relating to the immediate tour of the West. General trade conditions were discussed and it was felt that with the cleaning up of the coal strike, and the firm stand being taken by the United States government with reference to the railroad strike, better traffic conditions might be expected in the near future. Recent reports indicated a considerable number of empty cars available for traffic. However, it was the feeling of all, that the closest possible co-operation by the members should be given to the railroads in attempting to keep cars moving with as little delay as possible.

Word has been received all along the line regarding the western trip and those who are going anticipate a valuable as well as a pleasant journey. The association officers in the party consist of Ben S. Woodhead, president; Dwight Hinckley, regional vice-president and wholesale representative on the National Standardization Committee; R. B. McLeod, director; Joseph E. Davies, general counsel, and L. R. Putman, directing manager. Mrs. McLeod will also accompany the party. In addition, members and officers will join the party at points along the line.

Extension of Transit Time Demand

Failure of carriers to furnish sufficient equipment for outbound shipments during a period of car shortage is not sufficient ground to extend the transit time limit or to justify reparation, according to a formal decision of the Interstate Commerce Commission as published by the Southern Hardwood Traffic Association. The decision grew out of a case arising during Federal control of the railroads. The commission held that reshipment (or shipment of the outbound product) could have been made at some time within the time limit but that it was not made because of lack of demand or other commercial reasons.

The association has had little difficulty in securing extension of time limits where these have not actually expired but it has never been able to secure such extensions where the limit had expired. It is now working on a permanent extension of the transit time limit for the future so as to avoid repetition of conditions where the time limit has expired.

Putman Speaks on "Co-operative Advertising"

Some 300 secretaries of Chamber of Commerce and trade associations were in session the last weeks of August and first of September at the Northwestern University in Evanston, Ill., for a training course. Some very interesting programs have been given to the secretaries and on each day an expert or specialist on some particular line addressed the body.

On the morning of August 30, L. R. Putman, Directing Manager of the American Wholesale Lumber Association, addressed the body on the subject of "Co-operative Advertising." He put before them many different national campaigns as carried on by various industries and discussed some of the successful efforts made in the lumber business.

Mr. Putman admitted that the lumber people had not taken full advantage of the opportunity to push their goods before the American buying public as has been done by some of the other industries. Giving his views as to what constitutes real cash value advertising, Mr. Putman said:

"Probably the most outstanding success so far as general advertising is concerned, has been attained by the Southern Cypress Manufacturers' Association. The late George E. Watson, I think, conceived the idea of advertising lumber to the general public, and during his fifteen years or more as Secretary-Manager of that organization, he did more to establish Cypress in the minds of the American wood users, than has been done by any man in the lumber trade.

"Advertising for any product has a tendency to standardize the product; to stabilize the price; to create a more constant demand; to familiarize and thereby gain the confidence of the public for the product and its manufacture. Arkansas Soft Pine is another wood product which has demonstrated the absolute practicability of creating a constant demand at a fair price. Arkansas Soft Pine does not materially differ from other short leaf pine as grown in northern Mississippi and Louisiana, yet Arkansas Soft Pine brings a larger price on the market than any of the other products which the laymen could not distinguish from the advertised article.

"Advertising for the trade association has a tendency to sell the members on the product. By that I mean cause them to think more of their product and that, it seems to me, is the one legal way of enhancing the price without a violation of any anti-trust law.

"Patience is the most necessary requisite that a co-operative or any other advertising plan must have in mind, because as I have heard said by Cyrus H. K. Curtis of the Curtis Publishing Company, as well as by John Wanamaker the Philadelphia merchant, advertising is no place for the quitter and unless an organization, whether it be a private corporation or an association, expects to stay with it, advertising should be left alone. The fallacy that some short-sighted concerns make is to believe that a

ESTABLISHED 1867



INCORPORATED 1904

DRY HARDWOODS for IMMEDIATE SHIPMENT

No embargo here

INDIANA STOCK

WALNUT
Fair stock, all thicknesses
and grades

ORD. WHITE OAK
Fair stock, all thicknesses
and grades

POPLAR
5/8" 3 cars
1" 2 cars
1 1/4" 1/2 car

BEECH
5/8" No. 2 C&B... 3 cars

PLAIN RED OAK
1" FAS 1 car
1" No. 1 Com..... 2 cars
1" No. 2 Com..... 5 cars
5/4" step plank... 1 car
2 1/2" very choice... 1/2 car

ASH
1" FAS 2 cars
1" No. 2 Com..... 2 cars
2 1/2" & 3" No. 2 C. 2 cars

ELM
2 1/2" & 3" dry.... 3 cars

BAND SAWED

MAPLE
3/8" 1 car
5/8" wide 2 cars
1", 12" and up.... 1/2 car
1" No. 1 C&B..... 10 cars
6/4" C&B 3 cars

BUTTERNUT
1" No. 2 & Btr.... 1 car

BASSWOOD
1" No. 2 & 3 Com.. 2 cars

HICKORY
1 1/2" & 2" No. 2
Com. & Btr... 3 cars

PLAIN RED GUM
1" Com. & Btr.... 1 car
QTD. RED GUM
1" Com. & Btr.... 1 car
SAP GUM
1" Com. & Btr.... 1 car
MIXED HARDWOODS
1" sound grade.... 10 cars
ROTARY CUT POPLAR
1/8" 3 cars
QTD. SAWED OAK
VENEER
1/20" 2 cars

HOFFMAN BROTHERS COMPANY

Veneers, Hardwood Lumber

804 WEST MAIN STREET, FORT WAYNE, INDIANA

series of advertisements can be run this week and direct results reaped next week or next month or even during the next six months. It takes three or four years to bring real results from an advertising campaign.

"There have been many outstanding successful co-operative advertising campaigns. 'Say it with Flowers' has brought results to the florists. 'Save the Surface and you Save All' is admitted by the paint manufacturers to have tremendously increased the use of paint. Fruits and vegetables from the west have been handled in a way which is almost miraculous, by co-operative advertising. Concrete has been advocated and caused to be used in tremendous volumes without even the mention of cement, although everybody knows that concrete cannot be made without cement.

"Advertising, to some people, means the buying of space in periodicals and the extravagant advocacy of the use of different products, but to me advertising runs parallel with trade extension and in the carrying out of a program such as I would have in mind, calls for many other activities in addition to the buying and filling of advertising space.

"What the public wants in advertising, and after all the public is both the judge and jury, is real honest-to-goodness information about the service that may be expected from the goods the advertiser wants to sell, so instead of saying 'Co-operative Advertising' I would say 'Co-operative Education.'"

Memphis Lumbermen Hold Athletic Frolic

The outing and barbecue of the Memphis Lumbermen's Club members and their guests at Vance's Woods, just south of Memphis, Saturday, August 19, was a huge success. There were plenty of good things to eat and the various features provided by J. H. Stannard and his associates on the entertainment committee added very greatly to the pleasure of the occasion.

The "big" feature was the fat men's race, in which Ralph May was the star performer although not the winner. Dick Welch negotiated the distance over all ten of his competitors but Ralph May, of May Brothers, did not yield the lead to him until the former had fallen down with his 250 pounds of avoirdupois and ruined both knees of a perfectly good pair of trousers. W. H. Dick, of the Tallahatchie Lumber Company, won second prize, a gold watch chain, donated by Paul Rush, of the Rush Lumber Company. Mr. Welch carried off the humidor which represented first honors. This was given by Frank A. Conkling, of the Conkling Lumber Company.

Horseshoe pitching, the potato race and the tug-o-war were also features of the afternoon. Frank Schuepp defeated an entry of 40 contestants and easily proved himself the best of the bunch in the rural art of pitching

horseshoes. He was awarded first prize, a gold pen, donated by C. R. Tustin. Buford Dillon came in second best and captured a pair of golf link buttons presented by J. Clayton Johnson, who is engaged in business under his own name.

Paul Rush proved the champion potato slinger. He captured the "Tom Kats" loving cup offered by the Thompson-Katz Lumber Company. K. L. Emmons carried off a fountain pen as second best in this event.

The "tug-of-war," with eight men on either side, was won by W. H. Dick and his team mates. The winners conceded weight to their opponents but they easily carried off the Bennett & Witte cup. This trophy was deposited at the rooms of the c'ub by the victors.

E. O. White, of the Tustin Hardwood Lumber Company, won the 100-yard dash.

Farm Implement Makers Urge President to Back Carriers Against Strikers

An urgent appeal to President Harding to save the country from the serious disaster of interrupted transportation and mob rule, by directing the railroads to resume operations—under protection of troops if need be—is contained in a telegram dispatched August 17 by the Emergency Committee of the National Association of Farm Equipment Manufacturers.

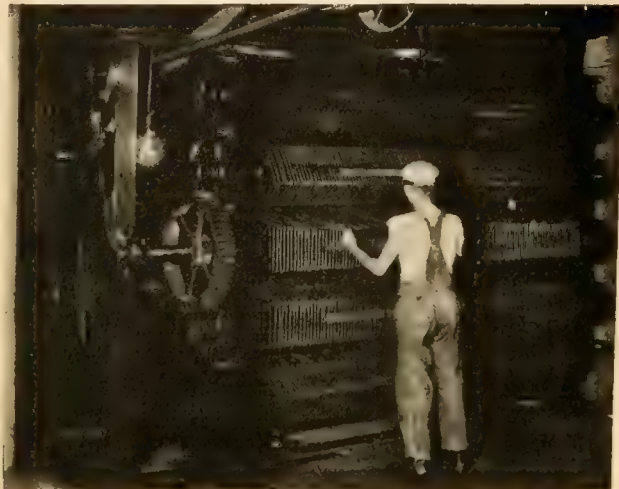
The President is requested to render all possible aid to the railroads in protecting the seniority rights of the loyal railroad employes, for "To do less," reads the telegram, "is simply to invite anarchy."

The message came as the result of a special meeting of the Emergency Committee at the Association offices in Chicago, August 12, at which the railroad situation was thoroughly considered. The exceptionally efficient service which the roads have rendered the farm equipment industry since the commencement of the strike, despite all handicaps, was favorably commented upon, but the danger of interruptions to interstate commerce and to the transporting of the mails was considered so grave that, after serious deliberations, the following telegram was sent to the White House:

"In behalf of the constitutional right of every man to work without the permission of anyone and in behalf of absolute freedom from group domination, predicated on violence and terrorism, as so frequently and patriotically advocated by yourself, we respectfully protest against aggravating the present serious situation incidental to the strike of certain railroad employes by further temporizing with them or referring the matter to the Congress.

"We urgently recommend that you immediately exercise the great authority vested in your high office and save the country from the serious

In Veneer Mills Everywhere—



"PROCTOR" AUTOMATIC VENEER DRYER

YOU will find the "Proctor" Automatic Veneer Dryer used and recommended by the best-known veneer mills from coast to coast.

Whether drying fir in Oregon, pine in Maine, or hardwoods in the Mississippi Valley, the "Proctor" Dryer has proven satisfactory and economical beyond the best work of any other equipment.

Whether drying fine figured woods or the more lowly crate or core stock, the "Proctor" Dryer has always made its users sure of uniformly perfect drying, without warping or checking—a matchless quality of flat, pliable veneer.

Send for our Catalogue No. 57.

PROCTOR & SCHWARTZ, INC.
FORMERLY THE PHILA. TEXTILE MACH'Y CO.
PHILADELPHIA, PA.

Proctor DRYERS

disaster of interrupted transportation and mob rule by directing the railroads to generally resume operations, accompanying such direction with orders to the regular troops to afford adequate protection to the carriers, including the operation of their shops, in order that interstate commerce and the operation of the United States mail be no longer interfered with nor fraught with extraordinary danger.

"We further urge that you render every possible sympathetic aid to the railroads in protecting the seniority rights of their loyal employees, both old and new, who responded to the call of duty in this national crisis.

"To do less than this is simply to invite anarchy."

Who Should Receive Benefit of Freight Rate Reduction?

The National Wholesale Lumber Dealers Association has been asked for an opinion as to who is entitled to the reduction in freight rates effective July 1 on orders entered before that date at a price delivered at a given point, where no specific rate was mentioned and no understanding was had as to who would benefit by the rate reduction. Secretary Schupner, in replying to the members, states:

"An opinion must necessarily be based on the contract entered into at the time of sale. As the result of suggestions made by the association prior to the increase in freight rates most orders carried an explicit understanding that prices were based on the rates then existing—the buyer to pay any increase and likewise to benefit by any reduction accruing before shipment. In the absence of any such agreement in a contract calling for delivered prices, **THE BUYER IS NOT PROPERLY ENTITLED TO THE freight rate reduction.** When lumber is sold delivered, and nothing is said regarding increase or decrease in freight rates, the seller assumes the freight cost necessary to make delivery at the agreed upon destination, and while it has been stated that members should be willing to concede the freight rate reduction to their customers, such argument can only be considered as a matter of business policy. Under opposite conditions, when orders did not specifically cover the obligation for advances in freight rates, members as sellers, recognized their liability and assumed the freight rate increase—which, as a matter of fact, practically every customer insisted upon as a matter of contract.

"While some sellers may be in position to benefit by the freight rate reduction, the fact that the opportunity for lower transportation costs exists places a seller in position where he may now partially recoup himself for some unforeseen transportation charges necessarily assumed when freight rates advanced.

"This opinion is applicable only where lumber is sold delivered and in the absence of any understanding regarding increase or decrease in freight rates. Where sales are made f. o. b. mill and the buyer pays the freight, he is, of course, entitled to all freight reductions.

"There are some cases where a general statement of this character will not apply and if members are in doubt as to their position on any particular case and will submit the file, it will receive individual attention and specific reply."

Institute Issues Descriptive Booklet

The Hardwood Manufacturers' Institute is widely distributing among the trade a fifty-two page booklet completely describing the purposes and functions of that organization, giving its officers, directors and complete transcript of its constitution and by-laws. In its letter of transmittal the Institute says that "It proposes a careful and scientific survey of the wood-using industries so as to determine their needs and how best those needs can be met by producers of hardwood lumber."*** It is committed to the policy of affording a maximum of guarantees to the public and to consumers.*** The inspection service of the Institute is available to everyone, whether they are members or not, and it cordially invites the use of its sales code, grading rules and inspection service by all phases of the industry whether producing, distributing or consuming."

With the Trade

Siam as a Source of Hardwoods

In view of the lack of certain tropical hardwoods in America, American timber importers and manufacturers of hardwood specialties may be interested in a new source of supply for timber of possible value to them. Siam can furnish the following woods in large quantities for export: Teak, yang (a fine straight-grained timber), kabec or tabec (close-grained wood with soft gray silky finish), padu or pradu (known in America as East Indian mahogany), takien (a close-grained, heavy, yellow to brownish wood), cedar, rosewood, and keelek (a fine dark wood). There are two companies now operating in Siam with ample facilities for delivering timber on board at Bangkok or at Koh-si-chang, the deep-water anchorage of the port.—Consul James P. Davis, Bangkok, United States Commerce Reports.

(Continued on page 51)

The Mission of the Panel Plant

Occasionally those who have not made a study of the matter and have no clear understanding of the functions and the missions of the panel plant are given to wondering and to questioning as to why we have commercial panel plants, instead of each furniture factory operating its own plant.

Perhaps the easiest way to get at a better understanding of this matter and of the real mission of the panel plant is to start by making a study of the sawmill as a distinct unit from the woodworking factory. There are not many among the average furniture factory owners and cabinet factory people of today who would think it any necessary part of their business to go into the woods and operate a sawmill. The better plan and the common practice is to buy lumber either in standard stock or specified dimensions from the sawmill.

There was a time, and to some extent this holds true today in European countries, when the sawmilling was the center of the woodworking institution. First there was the sawmill to reduce logs down to lumber, then there were shops for converting this lumber into furniture and to other uses. By and by, however, we developed furniture manufacturing as a distinct line of business, based on labor-saving machinery and quantity production. In time the same thing happened to door making. And in the course of this development the sawmill became a distinct industry, the purpose of which is to reduce logs to lumber. The factories and mills buy the lumber and convert it into finished products.

In the development of the veneer industry there was first an offering of veneer in thin form direct to furniture factories. By and by this took on two divisions. One of face veneer for improving the outer surface appearance of the furniture, and the other plain or common veneer for drawer bottoms, panels and so on. In time there grew up recognition of the fact that to offer the furniture factory material for plywood is not sufficient, that it should be able to secure built up panels of specified dimensions. At first this work was done at the veneer plants, and there will perhaps always be some panel making associated with veneer making, but out of it grew panel making as a distinct special line of business, just as in the earlier days furniture making grew up as a distinct separate business from sawmilling.

The mission of the panel plant is to assemble raw material in the form of common veneer for crossbanding with figured and other finer veneer for the face, and convert this material into products which will fit into the needs of various customers in the furniture and allied industries. It is a specialized business based partly on the idea of quantity production, and originating partly from the fact that neither the average veneer plant nor the average furniture factory has all the raw material and equipment at hand which is essential to the proper and economic production of plywood and panels. The fact that the panel plant can produce in larger quantities means a cheaper product than the average consumer plant can make.

The fact that the panel plant fills a worth-while mission is proven by the steady growth of the panel industry. No industry thrives for any great length of time unless it is rendering some worth-while service and performing a real mission. The panel industry is performing a real mission, an important mission, as a specialized division of industry in the midway ground between the various producers of raw material and the various customers who turn out the finished products in the form of furniture and other cabinet work.

Show-Windowing Veneers

Some of the best advertising that has come to the veneer industry has come incidentally and to some extent unintentionally through a wide use of fancy veneer in fitting up the display windows of fine stores throughout the country. Store windows and store fixtures and their requirements have resulted in development during the past few years of a special line of woodworking industries, those catering specially to show window and store fixture work. The fact that some of their fine work shows for itself has proven splendid advertising for the veneer industry.

This, however, is not all the show-windowing that should be done for plywood and veneers. It is time for us to take consideration of the advertising value of show windows and to profit from this by encouraging a specific display of veneer and plywood in show windows.

Take, for example, a furniture store show window. Certainly if in the window along with a background of finished furniture, say in mahogany or walnut, there should be shown the product of a nice figured flitch or burl of veneer just as it comes from the veneer plant it would furnish the public an interesting view of the material which is used to make the face of fine furniture.

The logical follow up of this is in the showing of plywood, and in the taking of veneered and built up furniture parts and cutting them so as to show a cross section of the construction. Then have a complete window display, let it contain some bits of rough lumber, some samples of fine veneer, some plain veneer, cross section of methods of construction, and then the finished product.

Some interesting displays of this kind put forth in various cities of the country through the co-operation of veneer men, furniture men and merchants would not only be good publicity within itself, but in time if there goes with it proper bulletins of explanation, it will serve to remove that common and false impression that veneered work is cheap and inferior and to replace it in the public mind with a realization that built-up construction of this kind furnishes structural superiority as well as a finer finish in face appearance.

The panelling and background of the show windows themselves throughout the country perhaps do more than any one thing to help advertise veneer and impress it on the public mind. Now the time is here for the industry to follow this up, show a spirit of enterprise, and do some real show-windowing of veneered work, including everything from raw material to the finished product.

PERKINS
183

Trade Mark
Reg. U. S. Pat. Off.



GENERAL OFFICES AND FACTORY

PERKINS
183

Trade Mark
Reg. U. S. Pat. Off.

Users of Perkins Vegetable Glue

ARE FULLY AND PERMANENTLY PROTECTED

Patents covering Perkins Glue have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

PERKINS GLUE COMPANY

Factory and General Offices: LANSDALE, PA.

Sales Office; SOUTH BEND, IND.

Veneer and Panel Outlook Fine for Autumn, Depending Upon Settlement of Shopmen's Strike

Reports on market conditions made by Chicago veneer and plywood manufacturers and distributors differ as to the degree of interference the coal and shopmen's strikes have had with business in their lines during the last thirty days. All of them, however, have experienced some curtailment in buying, a lack of confidence among the buyers and a tendency to order relatively small quantities until such time as the situation clarifies and the future can

be judged with greater certainty. But while the business of all has fallen short of expectations for August and early September it has been in every instance far better than for the same period last year. In fact, buying has evidenced a remarkable vitality in the face of the discouraging strike situation. In spite of lessened confidence, transportation congestion and car shortage, substantial quantities of veneers and panels have been and are moving. Prices are firm and tending to advance. Mill stocks are nowhere in large surplus and some items, particularly the high class figured woods, are scarce.

In the face of this curtailed business, predictions for fall business are without exception, optimistic. The veneer and panel men point out that the coal strikes have been settled and declare that if the shopmen's strike is ended within a reasonable time business is certain to be fine throughout the fall and until the first of the year at least. The predictions of fall business run from "good" to "wonderful," conditioned upon settlement of the shopmen's strike. Furniture factories are said to be busy, especially in the case goods and table lines, interior trim manufacturers are still active and likely to remain so, phonograph business is picking up, the radio demand is increasing—all lines of consumption promise to remain in the market, if the shopmen will just go back to work and restore confidence and peace to the country's industry and commerce.

(Continued on page 42)



Hoffman Brothers Company

ESTABLISHED 1867

INCORPORATED 1904

**veneers
HARDWOOD LUMBER**

800 W. Main St., FORT WAYNE, IND.

Plants: Fort Wayne, Ind. Kendallville, Ind. Burnside, Ky.

ALGOMA *the Better* Plywood



Partners

Have you ever thought what a partnership exists between the man who makes Plywood and the man who uses Plywood?

The Plywood maker is really a department of the other man's plant. The success of the two is interwoven. The quality of the finished product rests in part on the Plywood—and the sale of Plywood depends on the sale of things made of Plywood.

We feel this partnership strongly at Algoma. We know that our customers' interests are our interests—that in making our product better we are making his better, and that in making his better we are bringing just rewards to ourselves.

That is why we have always matched the grain of Algoma panels so carefully. It is the reason we try to save time by sanding each job so perfectly that it need not be re-worked in the user's plant—and in cutting each dimension with such accuracy that the panel can be used just as received.

These are only a few of the factors which produce Better Plywood. You can learn the whole list by trying one order from Algoma.



ALGOMA PANEL COMPANY, *Algoma, Wis.*



BeVeCo
VENEERS

Bird's-Eye Maple Veneer

*Gives that touch of refinement
to quality cabinet work*

THE delightful beauty of bird's-eye maple has been acknowledged by many generations of home builders. Its lasting popularity reflects as well the inherent quality of the wood. Bird's-eye offers a touch of delicacy not otherwise procurable and for innumerable purposes is indispensable. Bird's-eye for the exceptional bedroom suits, for the delicate boudoir interior, for such refreshing contrasts as drawer linings, where the dark outside effect is used, is incomparable.

The Bird's-Eye Veneer Com-

pany stands practically as the bird's-eye veneer industry. In our selection of logs we canvass practically all points of possible bird's-eye production. The standards of bird's-eye manufacture are based on Bird's-Eye Veneer Company refinements of method. The product offered on our sales floor is indisputably the ultimate attainment in beauty of figure, uniformity of color and consistent perfection of manufacture. Beyond that our service to customers is one hundred per cent conscientious.

May we suggest to you some of the many new uses for bird's-eye which are helping to make profits for furniture, interior finish and other manufacturers?

BIRD'S-EYE VENEER COMPANY
ESCANABA, MICHIGAN

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*

Nature's Art

"I think that I shall never see
A poem lovely as a tree."

By LEO J. KILMER,
a young American poet who gave his life in Flanders.

CONSIDER the sheer beauty of Willey's rare veneers. Tracery as delicate as frostwork on a window pane, designs as intricately graceful as a Moorish arabesque, can be found hidden in the heart of a tree.

Engraved by the slow-fingered years, each pattern unique as a finger-print of Father Time himself, these treasures of the woods have been gathered from far and near.

Willey's Veneer Plant has the largest existing collection of these natural art treasures from the world's forests. The inherent beauty of each specimen is revealed and enhanced in the highest degree by the work of our skilled artisans.

Willey's Veneers enrich the interiors of countless superb buildings, elegant apartments, and cozy homes. The polished and paneled background of civilization, from the Middle Ages until the present time, has been wrought from the heart of a tree.

Endless variety from which to choose the grain and texture best fitted for your special use, expert preparation and speedy delivery to supply your special need—these are features of Willey's service, which we will gladly place at your disposal.

C. L. WILLEY COMPANY

2558 South Robey Street
CHICAGO

W. T. MOORE
Sales Representative for
Michigan
110 Pearl Street
Grand Rapids, Mich.

W. B. Van
Eastern Sales
Representative
Everett Hotel,
Jamestown, N. Y.

AS OLIVER WENDELL HOLMES wisely said: "Knowledge and timber shouldn't be much used till they are seasoned."

Our seasoned knowledge and our seasoned samples are at your disposal. Write us concerning your requirements.

Fine woods inspire fine craftsmanship. Beautiful figures like the above, wrought into your work, will add greatly to your prestige with your customers.

Veneer & Lumber

Walnut

American and Circassian

Mahogany

Quartered Oak

English Oak

Satinwood

Vermilion

Teak

Rosewood

And Many Other Foreign
and Domestic Woods



(1855)

CHICAGO

FOR

VENEERS and PLYWOOD

There isn't a thing in plain or fancy veneers, there isn't a type of plywood

THE VENEER LUMBER AND PLYWOOD COMPANY

HIGH GRADE

MAHOGANY	}	VENEER
WALNUT		
QUARTERED OAK		
PLAIN OAK	}	LUMBER
MAHOGANY		
WALNUT		

VENEERED PANELS "A" GRADE

ANY WOOD—ANY SIZE

Office and Warehouse: 401-419 N. Hoyne Ave.
PHONE WEST 6710

Plywood Veneered PANELS

Rotary Veneers

25 Cars all woods, many special sizes, in CHICAGO WAREHOUSE for immediate shipment. Get our stock list. We have the panels.

MILL SHIPMENTS in straight cars, pool cars, and LCL shipments.

Let Us Know Your Requirements

R.C. CLARK VENEER CO.

"QUICK SHIPPERS" 1650 Besley Court

WALNUT

MAHOGANY QT. SWD. OAK

VENEERS	DELIVERIES QUICKLY MADE	LUMBER
	EVERY SHEET CUT FOR EQUALITY	
	ANY QUANTITY L. C. L. OR CAR LOAD	
	NO TROUBLE SPARED TO SATISFY	

THE DEAN-SPICKER CO.

JOHN R. DEAN, President

22nd St. and South Crawford Ave., Chicago

Chicago's Facilities

for promptly filling orders for

Veneers and Plywood

are unequaled. Well stocked warehouses are maintained in the city by nearly all recognized Chicago firms, or else they can make shipments direct from their own mills.

CHICAGO

FOR

VENEERS and PLYWOOD

that you can't buy and buy right from these responsible Chicago firms

J. C. DEACON CO.

VENEER, LUMBER and PANELS

We carry on hand in our Chicago Warehouse a complete line of dependable panels for immediate shipment

We Make a Specialty of

BIG TIMBER FIR PANELS

Ask for Our Stock List

2627 S. Robey St., Chicago

PHONE CANAL 0635 AND 0247

VENEER MANUFACTURERS COMPANY

**A VENEER FOR EVERY PURPOSE
PLYWOOD PANELS OF ALL KINDS**

All Standard Sizes and Thicknesses
IN ONE WAREHOUSE
for

**Fine Furniture
Musical Instruments
Interior Finish
Door Stock**

Right Prices Best Service Fair Terms

Watch for our Price Stock-Lists

1036 W. 37th St. CHICAGO, U. S. A.

THE Ingalls-Spicker-Ransom Co.

Manufacturers of Walnut, Oak, Mahogany and other cabinet woods in lumber and veneer.

Years of Practical Experience. Our organization is composed entirely of men of national reputation in this industry.

Complete Stock in Warehouse. We now offer at Chicago a full line of high class walnut, mahogany and oak veneers.

WALNUT BUTTS A SPECIALTY

Main Office, Veneer and Saw Mills: Nashville, Tenn.

**SALES OFFICE AND WAREHOUSE
3622-3628 S. Morgan St., Chicago**

PHONE: BOULEVARD 0830

S. J. AUSTIN VENEER COMPANY

Manufacturers of

*Fine Walnut Veneers
and Butt Wood*

**SALES OFFICE AND WAREHOUSE
1844 CARROLL AVENUE**

Owners of 800 Million Feet of Mahogany

located in Southern Mexico, desire to negotiate with a reliable, financially responsible and thoroughly experienced American Hardwoods manufacturer for the purpose of contracting for the manufacture of this Mahogany and other Hardwoods by American methods and practices. We want to contract on the basis of so much per thousand feet.

Stumpage is located in a healthy section with altitude of from two to three thousand feet. Abundance of native labor. In addition to Mahogany there are twenty other varieties of Hardwoods, including satinwood, rosewood, cedars (lead pencil and cigar box), lignum vitae, ebony, and many other Hardwoods un-

known to the markets of the world, running into many hundreds of million feet. We will provide railway facilities to the timber tract but operating concern must provide its own logging roads throughout the tract.

In addition to contractual price we will pay a handsome bonus. We have practically unlimited financial resources and are engaged in other activities. We will only negotiate with a company who is financially sound and is prepared to take advantage of an unusual opportunity for making money.

Please establish contact with

A. C. CAMERON

609 Railway Exchange Building, Chicago, Illinois

Rotary Cut NORTHERN VENEERS

Members of
Maple Flooring
Mfrs.' Assn.

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers. We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring.

GET OUR PRICES

The Northwestern Cooperage & Lumber Company
Gladstone, Michigan

CHICAGO OFFICES:
812 Monadnock Block

MENE, MENE TEKEL UPHARSIN

(You are weighed in the balance and found wanting)
THE HANDWRITING ON THE WALL

The wheel of progress turns steadily —
The oxcart, the horse, the auto, the aeroplane
mark successive steps in the advance
of civilization toward its goal.
Now the hot-pot and the flour-pastes —
non-waterproof and susceptible to heat —
give way to

Casco
Waterproof Glue
Immensely strong
Mixed in cold water
Uniform - Economical
Heat resistant

Write for "CASCO"
Red Book, a manual
on Veneers, Panel-
Making and Glue.

Samples of
"CASCO"
on request

THE CASEIN MANUFACTURING CO.

Largest and Longest Established Manufacturers
of Casein Products in America

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

(Continued from page 36)

"The demand for veneer and panels in the building industry has been somewhat curtailed due to seasonal conditions, while the market in the furniture and piano lines shows marked improvement, the orders for veneers and panels being in greater volume," said Henry P. Walsh, president of the Veneer Manufacturers Company, in his September market report. "There is no question but that a tremendous activity awaits settlement of the railroad strike, which has seriously hampered production and shipment.

"Reports from the south indicate that the mills are facing a dubious situation, due to lack of gondola cars. Since April these cars have been used to haul logs, but since the settlement of the coal strike this class of equipment has been diverted to coal shipments, and as already thousands of cars are out of commission, due to lack of repairs, there is an immense shortage. This makes it difficult for the mills to get logs.

"In the north mills are practically out of logs, and it does not appear that this situation will be bettered before the advent of the winter months when logging can be started.

"As soon as the railroad strike is completely settled, shipping is bound to become difficult, and in some instances impossible, as embargoes will of necessity be placed on commodities other than coal, grain and food stuff.

"With an inevitable shortage confronting the veneer and lumber industry, there is no question but that advances will be made in nearly all staple lines.

"It is well therefore to anticipate future requirements at once."

Strikes Cut Down Veneer Sales

Julius Spicker, Sr., of the Ingalls-Spicker-Ransom Company, declared that as a result of the strikes there has been "very little business in veneers" during the past few weeks, the buyers buying "very conservatively." It has been difficult to secure shipments from mills in the south. But indications are that there is a great potential demand for veneers, which is certain to develop when the shopmen's strike is settled. Buyers in the furniture and other industries are only awaiting this to place large orders for veneers and panels.

Chas. A. Snapp of the C. L. Willey Company reported that "business has been very good, considering the strikes, and if the rail strike is settled soon there is every reason to believe that fall business will be wonderful. Big buyers are ready to get into the market as soon as the strike is settled. Prices are steady and will stiffen when the big demand is released."

R. C. Clark of the R. C. Clark Veneer Company finds that demand has remained good in spite of the strikes and prices are inclined to stiffen. According to his experience the strikes have affected the veneer and panel business very little. Furniture manufacturers are well booked up with orders, and veneer mills have more orders on their books than at any time since the war. They have orders ahead for five to six weeks' run. Phonograph cabinet business is picking up, novelty furniture business is good as is also interior trim business."

Finds Business Bad

"Business is rotten," A. W. Vermeulen of the Veneer, Lumber and Plywood Company reported. Due to the strikes it dropped off heavily during the latter part of August, the consumers getting out of the market. But prices have remained firm and the outlook for all business is fine. Due to the holiday and the prevalence of vacations September has not had time to show its possibilities.

Tom Dean of the Dean-Spicer Company declared "conditions good," though the strike situation has checked buying and, due to uncertainty as to the future, buyers did not buy in the large volume that was expected for August. However, business has been remarkably better than this time last year and the prospect is for a fine fall and early winter trade.

An Unusual Offer

25,000,000 feet of DRY MAHOGANY LUMBER and other Hardwoods together with sundry other Mahogany, Walnut and VENEERS.

We announce the purchase of the entire stock of

Dry Mahogany and Hardwoods

of The Columbia Graphophone Mfg. Company, Baltimore, Md., consisting of

Mahogany.....	over 60	carloads
Walnut	" 50	"
Qtd. Oak	" 40	"
Qtd. Gum.....	" 90	"
Poplar	" 40	"
Chestnut	" 90	"

Our purchase permits us to offer Dealers and large Consumers, in car lots, this thoroughly air-dried, (3 to 4 years on sticks) lot of Hardwoods at the present low-level prices. Re-measured and re-inspected under National inspection rules.

Orders now being booked

Veneers

5 Million feet	Poplar		10 MILLION FEET
1 " " ..	Qtd. Oak	} and	MAHOGANY
3 " "	Gum		VENEER
3 " "	Walnut		

These veneers will be placed on sale October 1st.

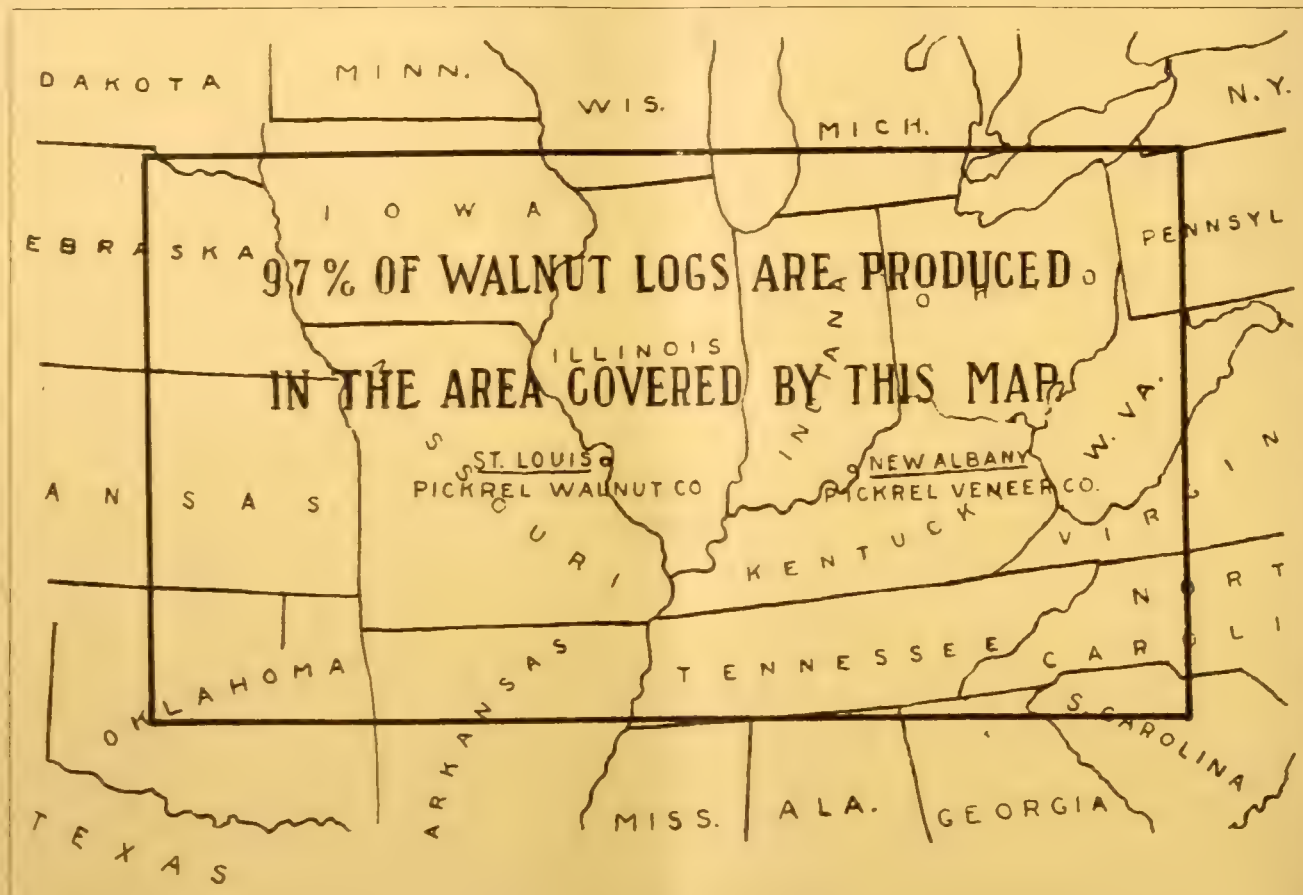
The MAHOGANY veneers comprise every character of figure, Plain, Stripe, Broken Stripes, Mottles, Etc.

Prices, from \$6.00 per M upwards

Write us for full particulars

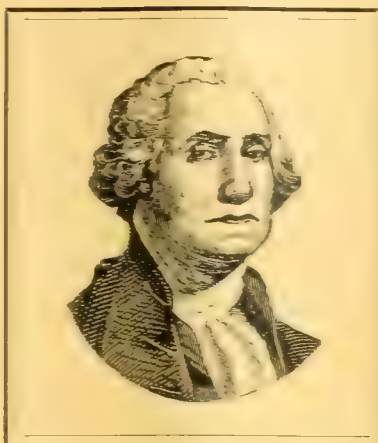
ICHABOD T. WILLIAMS & SON
220 Eleventh Avenue, New York City

COLLECTION OF LOGS is the keynote of the Walnut Industry



HIGH FREIGHT RATES prohibit excessive hauls for walnut logs. But to produce a desirable selection and quality of lumber and veneers, a wide range of log supply is imperative. This map gives striking proof that through the strategic location of the Pickrel plants, buyers of Pickrel Walnut Lumber and Veneers are insured the pick of practically 100 per cent of the walnut region. Our product is offered on the market in line with lowest competitive prices.

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI



"First in War, First in Peace
And First in the Hearts of His Countrymen"

GEORGE WASHINGTON was rather particular in whatever concerned his personal use and convenience. He despised shoddy. Whatever he did have was the best, and nothing but the best. His famous writing cabinet, like that of Napoleon, Jefferson, Webster, John Hancock and the noted worthies of the past—was built of plywood-veneer. And more than that: his desk still stands as staunch, as true and as "four-square" as in the old days of the Revolution.

All plywood in our plant, after taken from hydraulic press, is placed in a large room equipped with vacuum fans, and the process of drying is begun. After 24 to 48 hours, stock is taken from presses, put on sticks of uniform width and thickness, each

stick placed one directly above another, the entire package is put in an improved vacuum kiln, under heavy pressure to hold the stock flat and straight while drying and then dried to a moisture content not exceeding 5%.

Recent research has proven that the best and finest furniture construction of the Master Craftsmen of every period has been built on the plywood and veneer principle. And it is so today.

Here at New Albany is the largest and best equipped plywood-veneering plant in the world: our plant.

NEW ALBANY VENEERING CO.

New Albany.



Indiana

On the Basis of Your
Veneered Tops and Panels
Means Guaranteed Quality

The COE ROLLER VENEER DRYER

Is Synonymous with **DRYING EFFICIENCY**

If you are trying to dry your veneer without the aid of this wonderful machine you are doing yourself and your product an injustice. If you desire to perfect your product you will do well to investigate the merits of our dryer.

The New Twentieth Century Coe Veneer Lathe

Is another machine that it is hard for a veneer manufacturer to be without

We will be prepared in a short time to send you a new Clipper bulletin, in which you will find described our style L Clipper, with the automatic stop

The Coe Manufacturing Company, Painesville, Ohio, U. S. A.

VENEER MACHINERY

LATHES CLIPPERS DRYERS

"Merit" Veneer Lathe



MERRITT ENGINEERING AND SALES CO.
LOCKPORT, N. Y.

The "Merit" Veneer Lathe

The "Merit" Veneer Lathe is a high grade machine, holding first place in the largest and best installations in this country and abroad.

A regularly constructed "Merit" machine has the record of turning out the very best veneer of getting the most out of the log and of standing up in the severest service. It contains those features and adjustments that "produce true goods" with the least demand upon the skill of the operator.

Among these features is one of vital importance, viz. "A hand wheel which perfectly controls the cutting pressure the entire length of the bar." The operator never stirs out of his tracks or interferes with cutting operations, yet has complete one-hand control of the pressure any instant it is needed.

A Dependable Source For Your Requirements

About One Million Feet of

PLYWOOD

3/16" to 1/2" in Thickness

AND

Over One and One-half
Million Feet of

VENEER

in Stock. We make Panels
to Your Sizes in Car or
L. C. L. Lots.

QUALITY & SERVICE

Write or Wire for Price List

Geo. L. Waetjen & Co.

717-723 Park Street

MILWAUKEE

WISCONSIN

Plans Complete for Evansville's Furniture Show

John C. Keller, secretary and manager of the Evansville Furniture Manufacturers' Association at Evansville, Ind., a few days ago announced the complete program for the semi-annual furniture and stove market that will be held in three large buildings at Evansville September 11 to 16. In spite of the railroad strike, Mr. Keller and the various manufacturers who have arranged the market believe that the attendance will be large and they express the opinion that the retail trade of the middle west and south will be greatly stimulated by the holding of the market. Tuesday, September 12, visiting Rotarians attending the market will be invited to the weekly meeting of the local Rotary club in the Hotel McCurdy. An invitation will be given all visitors interested in Chamber of Commerce and other civic work to attend the Forum meeting at the Chamber of Commerce lunch room Wednesday at 12:15 o'clock.

Thursday noon visiting Kiwanians will be guests of the local Kiwanis club. The exhibition buildings will be closed at 3:30 o'clock this day in order to permit visitors to leave at 4 o'clock on the Steamer Verne Swain for a boat ride and entertainment. The boat will return at 9:30 o'clock. Lunch and refreshments will be served on the boat.

An auto tour of the city starting at 2 o'clock from the Furniture building, Fourth and Vine streets, followed by an inspection tour of factories and foundries, is on the program for Friday.

The public will be permitted to view the exhibitions from 3 o'clock Saturday afternoon to 9 o'clock at night in the three buildings. Fifty exhibitors will have thirty commodities on display, according to Mr. Keller.

New Company Takes Over Arkansas Plant

A newly organized company, the Eastern Arkansas Veneer Company, has taken over the W. J. Loveless Veneer Company. The plant secured by the new company is one of the finest equipped factories of its kind in the country, and this coupled with the twenty-years' experience of the leaders of the company, promises most satisfactory results. The output will consist of rotary cut gum and oak veneers. The plant is located at Cotton Plant, Ark. The members of the company are S. M. Bush, J. W. Welsh, D. M. Bush, W. G. Jones, R. R. James.

The Southwestern Furniture Company of Tell City, Ind., has increased its capital stock from \$50,000 to \$75,000.

Walter Voss, of Seymour, Ind., trustee in bankruptcy for the Seymour Cabinet Company of the same city, has obtained permission from the referee in bankruptcy of the Federal court to operate the factory temporarily, to use the partly finished stock and raw materials on hand. Permission to resume operations was granted following a conference of the creditors. The plant will be sold later.

We
saw
Iowa
grown
walnut
exclusively
BOTH
Lumber
and
Veneers



It Makes a Good Product **BETTER**

The quality of the lumber and veneers in your product is an integral part of the quality of the product itself. Better lumber means better product—better prices—better sales.

Investigate IOWA Walnut—grown in the deep, rich loam of Iowa corn land it develops a strength and fineness no ordinary walnut can quite match. Cutting in our exclusive walnut mill by men who specialize on walnut brings out every inherent fineness of the native log. Let us demonstrate.

Write or Wire
for full in-
formation
and prices on
your needs of
walnut lum-
ber and ve-
neers before
you buy.



Des Moines Sawmill Company
1021 Murphy St., Des Moines, Iowa

Your Car of Veneer in Transit Will Increase in Value

The veneer market is firm and prices are stiffening. Stock purchased now for future delivery will represent a saving to you.

In the meantime let us take care of your present requirements from our warehouses at

Chicago, Ill.

Cairo, Ill.

Clarendon, Ark.

St. Louis, Mo.

Harrisburg, Pa.

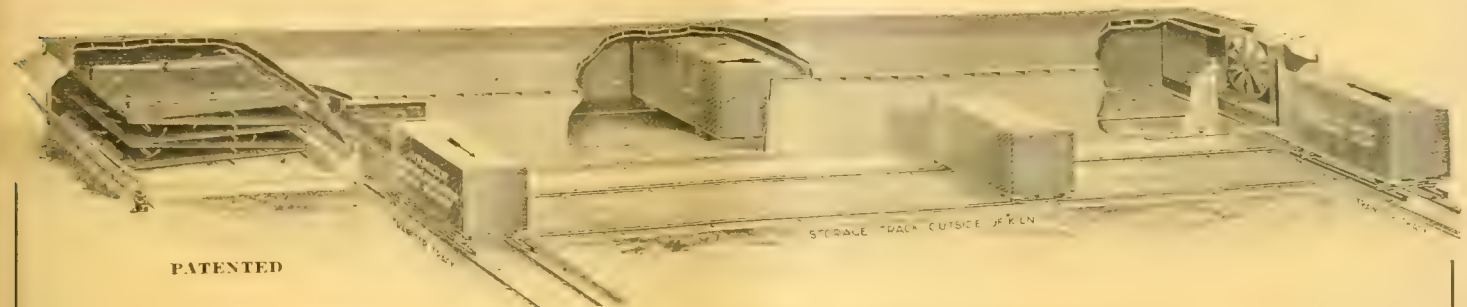
where we have facilities for immediate shipment.

Orders to be cut special will receive prompt attention at our mills located at Helena and Blytheville, Ark.

CHICAGO MILL AND LUMBER COMPANY

COMMERCIAL VENEER DEPARTMENT

111 West Washington Street, Chicago, Illinois



MOORE'S AIR DRYING VENEER KILN

Gives the operator absolute control over the forces nature uses in its drying processes. viz: Volume of air, temperature and humidity. Write our nearest office for particulars.

MOORE DRY KILN COMPANY

Jacksonville, Fla.

Kiln Builders Since 1879

North Portland, Ore.

Huddleston Purchases Big Mill

R. S. Huddleston, formerly of the Astoria Mahogany Company, of Long Island, has purchased the big sawmill of the Greenleaf Johnson Lumber Company, at Berkley, near Norfolk, Va., and will use it for the manufacture of veneers and other stocks of costly woods. The plant is to be operated by the R. S. Huddleston Mahogany Company, which is now being organized, but the personnel of which is not yet quite complete. A specialty will be made of what is known as hura crepitens, or mahogany from Dutch Guiana. One shipment of these logs has already been landed at the mill, having been sent by barge to Berkley from New York, where the timber was discharged from a steamer. The mill building is about 100 by 150 feet, and Ira Johnson, president of the Greenleaf Johnson Company, which has an office in the National Marine Bank building here, says that very little additional machinery will be required.

Fire Destroys Lumber Yard and Mill

The lumber yard and sawmill of the Williamsburg Furniture Company, at Williamsburg, O., twenty miles east of Cincinnati, were destroyed and the main plant damaged by fire on August 1. The damages were apportioned by J. F. Knight, president of the concern, as follows: machinery, \$20,000; buildings, \$10,000, and stock, \$40,000. Insurance carried amounted to only \$7,000. The plant, which was known as the Tuggie factory and one of the oldest in Ohio, will be rebuilt, Mr. Knight said.

Furniture Man's Widow Dies

Mrs. Edith Davis, 51 years old, widow of Charles Davis, who was a well-known furniture manufacturer of Shelbyville, Ind., died recently at her home after a long illness. She leaves her mother, two sons, one brother and a sister.

The Two Rivers Millwork & Cabinet Company is working on plans for increasing its business. George Fachter, Manitowoc, Wis., has been placed in charge of the office management, succeeding William Nimmer, who will devote his time to developing business and sales. The concern now occupies part of the Wisconsin Basket Company's plant for the table division.

Over 300 employes of the Kiel Furniture Company, Milwaukee, Wis., and their families attended the annual outing given by the company at Schuetz's Grove, near Milwaukee. Trucks and automobiles formed a parade from the factory, taking the picnickers to the grounds. Various sporting events were on the program of the day.

The Jasper Office Furniture Company at Jasper, Ind., has increased its capital stock from \$100,000 to \$150,000.

Specialists in DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.

MUNISING, MICHIGAN

PURCELL

Are You Interested in the
Following Exceptional Values
in High Grade Walnut?

1s & 2s, all 6' & 7' long . . .
..... 4/4, 5/4 & 6/4

1s & 2s, all 8' & 9' long . . .
..... 4/4, 5/4, 6/4 & 8/4

Selects . . . 4/4, 5/4, 6/4, 8/4

No. 1 Com. . . 3/8, 1/2, 5/8,
3/4, 4/4, 5/4, 6/4 & 8/4

No. 2 Common
..... 4/4, 5/4, 6/4 & 8/4

ALL STEAMED AND 10
MONTHS ON STICKS

Mills and
Offices
Kansas
City,
Kansas

**FRANK PURCELL
WALNUT LUMBER CO.**

A Ranking Name in Walnut
for Many Years

WALNUT



Leaders in Veneer and Plywood Since 1880

FROM the two splendid plants pictured on this page (monuments to 42 years of conscientious and intelligent effort), many important American industries are filling their requirements.

Our growth has been so carefully planned that the organization naturally inspires confidence. Each department has an important bearing on the whole. Great tracts of timber selected years ago from the cream of the then practically untouched hardwood forests; splendid factories built with a thorough knowledge of the intricate demands of quality production; sales representation which makes it a pleasure to establish contact; all contribute to our position of leadership. Your business, too, may be wisely intrusted to our hands. May we assist you in

Veneers and Plywood

In stock sizes—also according to specifications in Walnut, Mahogany, Quartered and Plain Oak, Gum, Birch, Ash, Plain or Figured Yellow Pine, Cottonwood, Sycamore & other woods.

St. Louis Basket & Box Company

ESTABLISHED 1880

ST. LOUIS, MISSOURI

900,000 feet selected hardwood logs cut from our own timber and destined for our own mills



(Continued from page 34)

Williams Company Buys Huge Columbia Hardwood Stock Entire

The readjustment period of the past two or three years has witnessed many important turnovers in the lumber industry. Needless to say the institution which possesses considerable of that rare quality called foresight and does not depend entirely upon its hindsight, is most likely to be in position to take full opportunity of some of these big liquidations. Just such a transaction was made a short time ago in which some 400 carloads of thoroughly dry mahogany and other hardwoods passed from the hands of one concern to that of another in one deal. It was a strictly cash deal and undoubtedly ranks any such process in the industry.

About three years ago the Columbia Phonograph Manufacturing Company carefully prepared and planned, built and equipped one of the largest plants in the East to manufacture talking machines. It proposed to take the lead in the industry and contest for its supremacy. After carefully erecting and fully equipping one of the most, if not the most modern factory of this kind at Baltimore, Md., they also went out into the market and bought a tremendous lot of raw materials. Amongst other items in which they invested heavily was mahogany, hardwood lumber and veneers. Before this plant was put into operation the liquidation storm broke and as in many other lines, the bottom dropped out of the phonograph business.

In the course of reorganization, this company determined recently to dispose of its entire stock of wood. It was fortunate in establishing contact with one of the oldest and strongest hardwood companies in the country, Ichabod T. Williams & Sons, New York. This latter company was willing to purchase the entire stock in one block. The deal was made and the purchasers now have a corps of inspectors re-inspecting under the rules of the National Association.

This lumber consists of mahogany, walnut, oak, poplar, gum and chestnut, and is composed almost entirely of the higher grades, approximately all of which is over four years dry on sticks.

Growing Business Forces Move to New Quarters

The steadily growing business of the Frank A. Conkling Company of Memphis has necessitated the removal of the offices from the eighth floor of the Bank of Commerce building to the fifteenth floor, where more comfortable and spacious quarters were obtainable. In announcing the change of office E. Austin Neely, secretary of the company, said that "for the past four months we have been finding business very good with sales increasing, and if the railroad situation does not become too acute, we expect business to be very brisk the balance of the year and continue so into 1923."

Veteran Expert on Lumber Dam Projects Dies

John Campbell, Sr., one of the pioneer lumbermen of America, died on August 19 at Clarksburg, W. Va., at the age of eighty years. Mr. Campbell's lumbering experience began in the early days of the industry in Pennsylvania, and he holds a prominent place in the annals of lumbering, not only in that state, but in West Virginia. He was an expert on dam construction, and while employed by the Boom Company at Williamsport, Pa., assisted in swinging the great lumber dam which that company put across the Susquehanna. He was foreman in charge of this job, which was one of the notable feats of early lumbering in "William Penn's province." Mr. Campbell was at one time employed by Ario Pardee, millionaire lumberman and coal operator, to look after the latter's large interests. He became general superintendent of the Pardee interests. He was also associated with Peter Herdic and Thomas Deemer, who were closely allied with the U. S. Leather Company. Of late years he had been a consulting expert in big dam projects, and about three years ago, just before returning to Clarksburg, he assisted with a big job of this kind in Tennessee. He was a native of Perth, Ontario, Canada, and a true Scot with all the sturdy virtues of that people.

Thorn-Feed Company Secures Big Florida Timber Tract

West Virginia interests, represented by George A. Reed of Hagerstown, Md., H. P. Thorn and John P. Thorn of Martinsburg, W. Va., members of the Thorn-Reed Lumber Company, have purchased the holdings of the Jackson River Lumber Company near Apalachicola, Fla. The properties acquired represent the most valuable timber to be found in that part of Florida, taking in superior tracts of hardwood timber, consisting of oak, gum, cottonwood, ash, cypress and tupelo. About 17,000 acres are all within reach of the Apalachicola river. The company has also purchased the Murphy Company's interests at Port St. Joe, Fla. The new concern will do business under the firm name of Thorn-Reed Lumber Company, with offices at Martinsburg, W. Va., and Apalachicola, Fla.

Schroeder Company Is Operating Steadily

The John Schroeder Lumber Company, Milwaukee, Wis., took over the plant of the Wisconsin Woodworking Company at Two Rivers, Wis., and since that time has been actively engaged in the manufacture of ice cream tubs, candy pails, butter tubs, pickle kits and other woodenware products. The production of the plant has been over-sold to date, as the company has found a ready market awaiting these new Schroeder-Perfection products.

Fire Destroys Mill at Antigo

Fire destroyed the sawmill of the Faust Lumber Company at Antigo, Wis., on the evening of August 30. The plant was valued at about \$100,000, approximately 80 percent of which is covered by insurance. According to L. P. Tradewell, president of the company, the mill will probably be rebuilt, though the board of directors has not yet considered this question.

Manufacturers of Stimson's HARDWOOD LUMBER

Annual Output: 50 Million Feet

J. V. Stimson

Huntingburg, Ind.

Stimson Veneer & Lumber Co.

Memphis, Tenn

J. V. Stimson Hardwood Co.

Memphis, Tenn., and Helena, Ark.

Due to the efforts of the fire department buildings adjoining the mill, the office, planing mill and barn, together with the lumber, were saved. The mill, however, was completely burned in about two hours. The mill had been closed down since August 5, while repairs were being made for the next season's cut.

Injured in Automobile Accident

Walter Heyser, vice-president of the Buskirk-Heyser Lumber Company, Cincinnati, is at the Riverside Hospital, Knoxville, Tenn., suffering from a broken left arm and numerous cuts and bruises on the head and body, which resulted from an automobile accident, September 4. Mr. Heyser and several friends were returning from the Tennessee mountains when the accident occurred. On the outskirts of the city of Knoxville the automobile in which they were riding struck a rut in the road, breaking the rear axle. Mr. Heyser was thrown from the automobile. The other occupants of the car were only slightly bruised.

Allis-Chalmers Centralizes Operations

Announcement has been made of the consolidation of the sawmill and flour mill departments with the main works in West Allis, and the abandonment and disposition of the Reliance works in the city of Milwaukee by the Allis-Chalmers Manufacturing Company. At the same time ground has been broken for a large addition to the West Allis works to house the two departments. It will be ready for occupancy about January 1, and increase the area of the Allis-Chalmers works by more than 70,000 square feet.

The new sawmill and flour mill machinery department will occupy a one-story brick and steel structure, 175x400 feet, located at the east end of the West Allis works, south of the forge shops. The personnel of the Reliance works, numbering between 850 and 1,000 men, will be kept intact with the transfer of these operations.

Besides the main works in West Allis, the Allis-Chalmers Manufacturing Company maintains a large plant at Cincinnati, O., and a Canadian works at Toronto, Ont.

Heads Large Dominion Flooring Company

At a recent meeting of the directors of the Seaman, Kent Company, Limited, Toronto, Frank Kent, who for several years has been managing-director, was elected president, succeeding Robert Harmer, who died a few weeks ago. Mr. Kent, who is now president and managing-director, was one of the incorporators of the organization some twenty-one years ago, and has come up through the ranks to his present position. The Seaman, Kent Company owns and operates three busy plants and is an extensive dealer in hardwoods. The company is the largest manufacturer of hardwood flooring in the British Empire, with a production of 2,000,000 feet a month.

Will Direct Sales of Export Corporation

The Delta Export Lumber Corporation has appointed W. M. Lynch sales manager, and Mr. Lynch assumed his new duties on September 1, in the company's general offices at Memphis, Tenn.

Mr. Lynch has long been identified with the hardwood trade, having formerly been with the Riggs-Terrell Lumber Company of New Orleans, and for the past several years in charge of the hardwood export business of the Rees-Scott Lumber Company, Ltd., of New Orleans. He is recognized as an authority of the hardwood exporting business.

The Delta Export Lumber Corporation, as announced by R. L. Jurden, president, has opened sales offices at 5 Rue Getry, Paris, in charge of Oscar Peschardt, sales representative for Continental Europe.

The company has also opened offices at Suffolk House, Laurence, Pountney Hill, Cannon street, London, E. C. 4, England, in charge of A. Antoniou, sales representative for the United Kingdom.

Speaking of trade conditions, Mr. Jurden had this to say in connection with the announcements: "Considering the summer season of dullness and the newness of our organization, the volume of business transacted to date has been very satisfactory, and we feel with the high grade products produced by our member mills of uniformly manufactured and carefully graded lumber, with our direct sales representatives on the other side, that we shall be able to materially increase and extend the foreign markets for our red gum forest products."

Becomes Manager of Hardwood Department

Exceptional ability and years of experience qualify Rex H. Browne for the position of manager of the hardwood department of the Keith Lumber Company, Beaumont, Tex., manufacturers and wholesalers of yellow pine and oak lumber, railroad ties, bridge timber and piling. Mr. Browne has recently accepted that position, after having resigned from the management of the hardwood department of the Beaumont Lumber Company, of which he took charge in 1917. His first experience in hardwoods was gained with the old Liberty Hardwood Lumber Company, one of the pioneer hardwood operations of Texas. He worked with this company successively as stenographer, bookkeeper and salesman from 1906 to 1910. In 1910 he entered the office of the Penrod-Jurden company at Brasfield, Ark., and in 1912 became resident manager of the Brasfield operations. That position he resigned in 1915 to return to the Liberty Hardwood Lumber Company as general manager of its Big Creek plant, which position he filled until its timber was cut out in 1917, when he joined the Beaumont Lumber Company. Mr. Browne is known throughout the trade for his enterprise and ability as a salesman and manager.



W. M. Lynch



Rex H. Browne

Hardwood News Notes

MISCELLANEOUS

The Dixie Lumber & Land Company has moved from Vicksburg, Miss., to Elliott, Miss.

The Jones Hardwood Company has incorporated at San Francisco, Cal. At Austin, Tex., the Austin Sash & Door Company is a newly incorporated concern.

The Hager Box Company at Barnesville, O., has been incorporated.

CHICAGO

The General Hardwood Lumber Co., announces the removal of its main office from 118 North La Salle street, Chicago, to Springfield, Ill., 230 North Sixteenth street, in connection with the yards located there. A branch office will be maintained at the old address in Chicago. George L. Letson will manage the Chicago branch and will travel through the central section for his firm.

W. Thomas Young, general manager of Corinth Saw Mills, Inc., manufacturers of southern hardwoods at Corinth, Miss., was in Chicago on August 31, during the course of a selling tour of the northern consuming centers.

H. W. Maffett of the Maffett-Graef Lumber Company, Appleton, Wis., was in Chicago on August 28 to meet Mrs. Maffett, who returned north after several months spent visiting relatives in Albuquerque, N. Mex.

Irving Dawley of the Dawley-Northern Yards, Inc., Wausau, Wis., was in Chicago on August 30 en route to Michigan woodworking centers.

D. T. Chambers, Methold Sitts and others have incorporated the Double Service Desk Company, located at 163 N. Jefferson street, Chicago; capital, \$10,000.

With \$200,000 as capital, the Crest Furniture Corporation has started business at 736 W. Monroe street, city, the incorporators being Michael Rosenberg, Nathan Manilow and Louis Manilow.

The Master Parlor Furniture Company is another new Chicago furniture manufacturing concern, incorporated at \$10,000. Its address is 618 S. Canal street.

F. E. Ackley, buyer for the Heywood-Wakefield Company, was away from his office on a vacation from August 28 until September 5, the day following Labor Day.

During his absence, P. J. Ungs, assistant lumber buyer, officiated as chief. Mr. Ungs was on his annual vacation from August 12 to 28.

BUFFALO

B. F. Ridley, head of the wholesale lumber firm of B. F. Ridley & Son, is planning to retire from the lumber business and to spend the coming winter in Florida. The yard, which has been carrying on a hardwood trade, will be continued by the son, Raymond S. Ridley.

W. C. Thomas of the Goodyear Lumber Company was the winner of the Iroquois Hotel cup in the lumbermen's golf tournament played at East Aurora. He defeated Burton H. Hurd and A. P. Magoon, who were tied with him on the first day's play. The cup is not to become the permanent property of any player until he has won it three times, so there is a good deal of chance yet for aspiring lumber golfers.

Frank T. Sullivan spent the labor holiday on a yachting trip to the Thousand Islands on his yacht "Flick." He has been appointed one of the executive committee of the International power-boat regatta to be held on the Niagara River September 14 to 16.

The total lack of anthracite coal mining for more than five months, added to the shortage of bituminous and the scarcity of cars, will make the fuel situation a serious matter, even if the anthracite miners go to work at once, as is promised. A while ago it was easy to obtain wood to burn, mostly in the form of hardwood slabs, but that has now practically disappeared, and even the woodworking factories and planing mills generally are in doubt as to what to do. At one time they used to burn up all the wood refuse. Then they found substitutes, such as coal, natural gas and electricity, cheaper, which has enabled them to sell what refuse wood they had especially shavings, in the market. Lately they have found coal so scarce and high they have turned back to wood as much as possible, when they could get no other power. The householders would burn wood if they could get it, while farmers are looking to their woodlots, and will sacrifice good timber if the price of coal does not decline.

Buffalo building operations have continued on a large scale all during the summer and are expected to be large this fall. One of the principal buildings under way is a new office and store structure to be built by Willis K. Jackson of Jackson & Tindle, at the corner of Delaware avenue and West Chippewa street, at a cost of \$500,000. Mr. Jackson is the owner of considerable property in that neighborhood, which has been given a boom by the erection of the Hotel Statler and the Hotel Ford.

Charles N. Perrin has returned from a vacation trip of several weeks, during which he hunted and fished in upper Canada.

WE OFFER for immediate shipment the following, thoroughly dry band sawn Yellow Cypress:

CYPRESS

4/4" No. 1 Com., 2-12"	200,000'
4/4" No. 1 Com., 3-7"	200,000'
4/4" No. 1 Com., Reg.	100,000'
4/4" No. 2 Com., 8-12"	200,000'
4/4" No. 2 Com., 3-7"	100,000'
4/4" Pecky	100,000'

We are equipped to resaw and dress the above stock.

MILLER
Lumber Company
MARIANNA, ARKANSAS



CINCINNATI

W. C. Smith, for many years Ohio representative of the Henry Brabson Lumber Company, Birmingham, Ala., resigned his position with that concern September 1 to accept a position with the Fagin Lumber Company of this city. Mr. Smith will look after that company's business in Ohio and Michigan.

A delegation of Cincinnati lumbermen called upon the Interstate Commerce Commission at Washington, D. C., recently in an effort to obtain modification of the priority order known as Service Order No. 23 in favor of lumber. The party included Theodore Davis, Cincinnati manager of the Southern Hardwood Traffic Association; J. J. Linehan, sales manager of the Mowbray & Robinson Lumber Company, and Frank Renshaw, manager of the Traffic Department of the Chamber of Commerce and a member of the River and Rail Committee of the Cincinnati Lumbermen's Club. In their argument before the commission the lumbermen brought out the fact that there are a number of southern railroads which are not coal carriers to any great extent, which could transport quantities of lumber if it were possible to get allocation of cars through the modification of Service Order No. 23. Mr. Linehan told the commission that there is not a shortage of lumber at Cincinnati or in this territory, but that there is a large amount of lumber which is ready to be transported on lines which have comparatively little coal traffic. The commission took the case under advisement.

Thomas F. Hughes, 79 years old, son of Rutson E. Hughes, pioneer lumber and sawmill man, who turned out the first weatherboarding ever used in this city, died at his home in Norwood August 31. During the Civil War, Mr. Hughes, himself, was engaged in the sawmill business and turned out hundreds of wagons for the Union Army. His factory, which was located in the West End, was kept running day and night in order to fill the contracts which he had with the government. Mr. Hughes is survived by a daughter and a son, his wife having died twenty years ago.

Perry V. Shoe, vice-president of the Kosse, Shoe & Schleyer Company, manufacturers of walnut lumber, has returned with his family from a month's vacation in the mountains in the western part of North Carolina.

Dwight Hinckley, of the Dwight Hinckley Lumber Company, is a member of a party consisting of representatives of the American Wholesale Lumber Association, which has departed on a membership drive in Canada and on the Pacific Coast.

Roy Thompson, president of the Thompson Hardwood Lumber Company, and Earl Hart, general manager of the Leland G. Banning Lumber Company, are enjoying a two weeks' fishing trip in the northern part of Canada with a party of Chicago and Detroit lumbermen.

PHILADELPHIA

Emil Guenther, president of the Guenther Lumber Company, Inc., of Philadelphia, sailed for Europe on the "Rotterdam" on August 26 and expects to remain on the European continent for several weeks.

INDIANAPOLIS

The Foster-Rahe Furniture Company has been organized at Ft. Wayne, Ind., with a capital stock of \$185,000 for the purpose of manufacturing furniture. The incorporators are D. N. Foster, Frank J. Rahe, Pearl R. Rahe, John A. Masbaum and H. W. Rahe.

The City Lumber Company at South Bend, Ind., has increased its capital stock from \$60,000 to \$100,000.

The Tell City Desk Company at Tell City, Ind., has increased its capital stock from \$50,000 to \$200,000.

For the purpose of dealing in lumber and building materials, the A. E. Van Natta Lumber Company has been organized in Indianapolis with a capital stock of \$50,000. The organizers of the company are A. E. Van Natta, Henry W. Van Natta and L. C. Van Natta.

BALTIMORE

A recent visitor here was E. Stringer Boggess, of Clarksburg, W. Va., the well known hardwood exporter and former Snark of the Universe, Concatenated Order of Hoo-Hoo. He had been on the Eastern Shore of Maryland visiting his son-in-law and was on the way home, making both journeys by automobile. In discussing business conditions he said that exports were anything but satisfactory.

EVANSVILLE

Harry U. Moore, who formerly was in charge of the lumber department and production for the Ames Body Corporation at Owensboro, Ky., has become associated with the G. E. Bauman Hardwood Company of Evansville. Mr. Moore now is in the south visiting with the mill connections of the local company and when he returns he will be in active touch with the big buyers of the country. He is well known to the trade over the country and has been actively engaged in the lumber business for several years.

The first fall meeting of the Evansville Lumbermen's Club will be held on Tuesday night, September 12, at the New Vendome Hotel, and J. C. Greer, president, and William S. Partington, secretary and treasurer, are of the opinion that there will be a good attendance. Meetings of the club will be held monthly after September up to June next when the annual

Offering Thoroughly Kiln Dried Lumber and an Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and also to offer kiln drying service of proven efficiency for handling either green or dry lumber. We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quarterned sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

*Try STIMSON at Owensboro
the next time*

J. V. Stimson & Co.
OWENSBORO, KY.

summer outing of the club will be held on a steamboat on the Ohio river. It is expected that the coming season will be a live one for the club and several special activities have been planned.

Plow manufacturers of Evansville say that indications point to a good fall and winter business in the south and southwest. They say that the railroad strike is affecting their business some, but that in spite of this their trade is showing up a little better than last year.

Claude Wertz, who is associated with his father, Daniel Wertz, in the Maley & Wertz Lumber Company, has returned from a business trip to Shawneetown, Ill., and reported business conditions in southern Illinois a whole lot better than they were last year in spite of the railroad strike and the four months' miners' strike.

George D. Foote, of the Evansville Band Mill Company, is back from a business trip to Vincennes and Terre Haute, Ind.

A good many cottonwood logs along the Wabash river in southern Indiana and southern Illinois have been cut during the past summer and shipped to an egg case factory at Caruthersville, Mo.

J. S. Hopkins, manager of the Never-Solit Seat Company at Evansville, has returned from his vacation spent on the northern lakes. He is of the opinion that fall and winter business is going to be good and with the ending of the railroad strike he looks for it to be exceptionally good.

LOUISVILLE

The large quantity of hardwood flooring, interior trim, etc., moving through planers and retailers into building operations locally can be taken from the report of the close of the fiscal year, August 31, by the city building department, which shows a total of 3,856 permits issued for \$13,915,075 in new work, as against 3,025 permits last year for \$6,039,900. There were 1,130 residences, costing \$6,039,000, as against 445 last year, for \$2,339,750.

Edward L. Davis of the Edward L. Davis Lumber Company, Mobile, Ala., was recently in Louisville, and spent an evening at the meeting of the Louisville Hardwood Club at the Louisville Country Club. At this meeting it was generally admitted that the lumber business for the next few months will be chiefly a question of transportation.

W. A. MacLean, president of the Wood-Mosaic Company, Louisville, is spending a few weeks at his summer home, north of Ontario, Can., having left Louisville about ten days ago.

Tom J. Fullenlove of W. P. Brown & Sons Lumber Company, formerly vice-president of the Churchill Milton Lumber Company, lost his mother, Mrs. Mary D. Fullenlove, 60 years of age, who died September 2, following a lingering illness.

An interesting suit is before the courts in which the Wood-Mosaic Com-

pany, operating at Highland Park, recently annexed to Louisville, is contending for five-year exemption from city taxation, on the grounds that the plant is a new industry for Louisville. The circuit court has held against the company, on the ground that its property was taken into the city, under annexation permitted by the legislative act of 1898, and that it did not elect to locate in Louisville. The case will go to the appellate court. A number of other companies in Highland Park are materially interested in the decisions. There is a local ordinance in Louisville under which all newly established concerns are given five years' exemption on buildings, equipment, land, etc., from city taxes, to encourage new industries to locate here.

W. P. Brown & Sons Lumber Company has closed down its mill at Guin, Ala., due to inability to secure log cars for moving logs to the mill, the Frisco lines having considerable car shortage at this time. Right now the company is operating only its Fayette, Ala., mills.

J. S. Thompson, manager of the Louisville division, Southern Hardwood Traffic Association, has returned from a motor vacation to Missouri, where he spent two weeks. In commenting on the traffic situation, Mr. Thompson reported that it was still bad, but easier than it had been, as roads were operating more trains and there are fewer embargoes.

NEW ORLEANS

From Fort Smith, Ark., comes news that the Fort Smith Wagon Company, owned by the John Deere Company, Moline, Ill., has recently resumed operations on part time, with prospects that the plant will be started up at capacity output within the near future. The plant is now giving employment to 100 men, and it will use the services of 300 when it booms up in full.

The Louisiana Red Cypress Company of New Orleans reopened its hardwood department in its headquarters building at Carondelet and Poydras streets here on September 5, after having maintained the office in Memphis for approximately one year.

The Southwestern Hardwood Manufacturers' Club announces its next meeting at Lumbermen's Club's quarters here on Wednesday, September 13, when President R. G. Bohlssen expects to draw out a big attendance for consideration of various and sundry important matters.

WISCONSIN

The Wiese Laboratory Furniture Company of Manitowoc, Wis., was awarded the contract to furnish the laboratory equipment for the new Marquette University Dental College at Sixteenth and Grand avenue, Milwaukee. Architects Krichoff and Rose are in charge of the plans.

The M. Hilty Lumber Company, Milwaukee, is building a three-story 113 by 102 foot factory building in the town of Wauwatosa, a suburb of Milwaukee.

The Seaman Body Corporation, 1732 Richards street, Milwaukee, is awarding contracts on the construction of a new L-shaped brick and timber factory building, to be five stories, part steel construction, 423 by 100 feet and 100 by 225 feet.

G. H. Bulgrin, sales manager for the R. Connor Company, Marshfield, Wis., has returned from a visit to the Connor holdings known as the Canadian Puget Sound Lumber & Timber Company, Ltd., at Victoria, B. C. Industries were found to be in a prosperous condition in that section of the country, according to Mr. Bulgrin.

Clowns, fireworks and comic floats featured the parade of the Hamilton Manufacturing Company through Two Rivers, Wis., on the occasion of the annual holiday and fete day of the employees recently. The various departments of the company were represented by floats. Company officials, senior employees and the company band occupied the positions of honor in the parade. Planing, cutting, finishing, trimming, cabinet and type departments were represented by special floats.

Excavation has started for the erection of the new addition to the Thompson Brothers factory at Peshtigo, Wis., whose boats are nationally advertised. The addition will be 60 by 100 feet and will be three stories. Increased business and lack of floor space necessitated the new addition. The plant is now enjoying one of the busiest seasons in its history.

The Heineman Lumber Company of Merrill, Wis., is preparing to let logging jobs in two weeks for the cutting of twelve million feet of mixed timber on the company lands in Pine River, Schley, Birch and Rock Falls counties. Soon after the letting of the contracts the Merrill sawmill of the company will start operations. The log cuts will be of choice timber to replace high grade stocks in the company yards.

M. H. Murphy, head of the Manitowoc branch of the American Seating Company, Manitowoc, Wis., announced that the company will start the factory on a twelve-hour basis in order to complete a large number of rush orders for furniture. Contracts for the furnishing of five Jewish synagogues were received recently, each of the orders ranging between \$18,000 and \$25,000. The seating company is at present employing two hundred men.

Completion of the large storage sheds to house lumber used in the manufacture of cars and trucks of the Kissel Motor Car Company, Hartford, Wis., has been announced by officials. The sheds are 40 by 80 feet and contain modern concrete drying racks. The building was constructed under the supervision of O. P. Kissel.

Fire caused by overheated machinery totally destroyed the sawmill of the E. F. Potter Lumber Company at Stephenson, Mich., last week, causing

a loss of approximately \$7,000. Active work of the local fire department prevented the flames from spreading to the yards and the office buildings of the company, the report received at the Potter offices at Fond du Lac, Wis., stated.

F. G. Kilp, one of four foresters taking a census of Wisconsin timber for the conservation commission of the state, visited Merrill, Wis., the latter part of August. He has been engaged three months in census work and will soon complete the census of Lincoln county. Percentage of hemlock has been generally estimated at 35 percent; in some counties 85 percent, Mr. Kilp stated. The percentage of birch ranges from 10 to 40 percent. Forest fires have been infrequent this year, he reported.

The Thompson-Wells Lumber Company's mill at Marinette, Wis., has been compelled to shut down on account of the shortage of logs, officials announced. The saw mill had been experiencing difficulty in securing cars because of the rail strike.

The Thompson-Wells Lumber Company of Menominee, Mich., purchased two million hemlock logs at Bowles Spur near Ontonagon from R. E. Anderson, Ontonagon, Mich., an official statement declared. The Sawyer-Goodman Company purchased one and a half million feet of logs from Corwin & Anderson Company, Marinette, Wis. The Thompson-Wells company has acquired a controlling interest in the timber holdings and logging operations of the P. C. Fuller Company, Grand Rapids, Mich., operating in the Ontonagon district. Camps will be started in ten days and logs will be shipped regularly to Menominee, Mich.

The Langlade Lumber Company will extend its logging railroad south from Pearson, Wis., into the northern part of the town of Price in Langlade county a distance of eight miles, officials stated. The extensions will penetrate through a vast timber tract and the company will operate six lumber camps next year, with as many more operated by jobbers.

William C. Schultz, former vice-president of the Watertown Table Slide Company, Watertown, Wis., is completing the organization of a new company, which will engage in the manufacture of table slides. It will be incorporated at \$125,000. Mr. Schultz is now purchasing machinery and equipment for the factory to be erected in the fall. A definite location has not been chosen.

Six contracts for the equipment of the Janesville, Wis., High School were let, totaling \$31,000. The Kewaunee Laboratory Company, Kewaunee, Wis., was awarded the contract to furnish tables on a bid of \$11,000; Monroe Benbrook Company, Monroe, Wis., to furnish cases and cabinets, \$10,629; Northwestern School Supply Company, \$9,755, mostly chairs. Contracts remain open to furnish library tables and chairs as well as opera chairs. One hundred and ten movable desks, teachers' desks and office supplies have yet to be let. To insure the uniform appearance of the equipment each contractor and architect was given a sample of the stain to be used.

The number of employes of the Longdin-Brugger Close Tite Company, Fond du Lac, Wis., was increased materially September 1, in order to raise the average production of the factory from 30 to 100 jobs daily, officials announced. The prodigious increase of orders during the past month has made the increase of employment forces necessary. The company fills all orders within twenty-four hours ordinarily, but with the rush of new business has been compelled to make a forty-eight-hour service with telegraph orders given the preference.

William Stewart Heddles, 61 years old, prominent Madison, Wis., lumber dealer and former mayor of Edgerton, Wis., died suddenly at his home following an attack of acute gastritis.

Railway figures show that lumber shipments from points on the Ashland division of the Northwestern railroad during the past week were 160 cars more than in the corresponding week of 1921, lumbermen of that city stated. Shipments of other forest products showed an increase of 167 cars. Elsewhere in Wisconsin lumber shipments show an alarming decrease.

Ninety forest rangers are on guard against forest fires in northern Wisconsin, but no reports of destructive fires have been received from any districts this week, the first in September, Rudolph Scheibel, secretary of the conservation commission at Madison, Wis., said. The commission is not alarmed at the situation in northern Wisconsin, he said, because conditions there are reported to be better than in southern Wisconsin, which is extremely dry.

R. G. Flanders, general manager of the Oconto Lumber Company, Oconto, Wis., announced that the company's sawmill at this city would close indefinitely, owing to a scarcity of logs. Providing the rail and coal industries permit, operations will soon be resumed, he declared.

The Roddis Lumber & Veneer Company of Marshfield, Wis., is planning the construction of a conveyor and is taking bids through their engineers, Cahill and Douglas, on a 40-foot chain or belt type bucket conveyor.

A strong demand for workers in the woods is noted at the Ashland, Wis., free government employment office. Reports from other cities in the lumbering districts of the state show a similar demand. Wages show a slight increase over the early part of the summer, but are low compared to the war time scales. Common labor in the woods is offered \$30 a month and board. Workmen for all kinds of woods, skilled and unskilled labor, are expected to continue in demand, and wage scales are expected to increase to comparatively fair levels during the autumn months.

Fire of unknown origin destroyed 50,000 feet of lumber in the yards of the Brooks & Ross Lumber Company at Schofield, Wis. Quick response of the neighboring fire department at Wausau, Wis., prevented further dam-

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The well-known quality of Arkansas hardwoods in general and that of the Helena area in particular is being maintained at all times by our band mills.

SERVICE

of the highest order is to be had at all times in dealing with our mills. If you have not given us a trial it will pay you to get in touch with us at once.

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HELENA, ARKANSAS

STRABLE Lumber & Salt Company

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Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring
"Best by Test"



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for Maple Flooring

Maple, Birch, Basswood, Elm, Beech

age to the lumber and sawmill. The fire was the fourth that has occurred at the mill within forty-eight hours, and it is said to be of incendiary origin, though the possibility of recurring blazes is advanced.

Fire from an overheated motor destroyed the factory and two warehouses of the Vulcan Last Company at Crandon, Wis., September 4. The damage is estimated at \$75,000. Lack of sufficient water and fire equipment made it extremely difficult for the firemen. The factory is said to be the largest in the country. It supplied four shoe factories in Portsmouth, Ohio, and St. Louis with raw material. The warehouses were stocked to the top with shoe blocks.

Preparations are being made by the Connor Land & Lumber Company, Laona, Wis., for extensive logging operations during the coming winter. A big extension is being built to the company's logging railway in Forest county and several logging camps will soon be operated, officials stated.

Weber & Anderson, a Shawano, Wis., logging firm, will log on a large scale near Argonne, Wis., and Iron Mountain, Mich., next winter. Camps are now under construction and will be ready for operation early in the fall.

After a short season's run, the sawmill of the L. M. Reed Lumber Company at Prentice, Wis., has closed. The cut was 150,000 feet. Next year the mill will be in a position to handle a cut of at least 2,000,000 feet, mill officials declared.

Plain and Qtd. Red and White

Even **OAK** Soft
Color AND OTHER Texture
Hardwoods

Soft Yellow Poplar

MADE **MR** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The
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(INCORPORATED)
CINCINNATI, OHIO

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
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OFFER THE FOLLOWING

DRY HARDWOODS

BASSWOOD
4/4" FAS, Reg. Widths & Lengths..... 5 Mos. Dry
5/4" No. 1 & Btr., Reg. Widths & Lgths 12 Mos. Dry

BIRCH
4/4" No. 1 & Btr., Reg. Widths & Lgths. 5 Mos. Dry
4/4-5/4" No. 3, Reg. Widths & Lengths..12 Mos. Dry
6 4" No. 3, Reg. Widths & Lengths..... 5 Mos. Dry

SOFT ELM
5/4" No. 2 & Btr., Reg. Wid. & Lengths.12 Mos. Dry
8/4" No. 2 & Btr., Reg. Wid. & Lengths.12 Mos. Dry
10/4" No. 2 & Btr., Reg. Wid. & Lgths.12 Mos. Dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

The Hardwood Market

BUFFALO

The hardwood market shows a good amount of activity for this time of year, business at some yards at least being ahead of a year ago. The transportation difficulties on the southern roads are helping out the local yards and furnishing them with orders from customers who generally buy their lumber direct from the mills. It is expected that cars will be short for some time, and that embargoes will be more or less in evidence, as they are today. Some wholesalers have found their regular sources of supply cut off by these transportation upsets.

A number of woods are heavy in demand, including oak, ash, maple and cypress. Poplar has shown a good deal of strength lately, owing to the lack of stock from some mills and the increased buying on the part of automobile concerns. Gum is also firmer, because of a picking up in the demand from the furniture factories. The building trade continues to make good demands for various hardwoods. Wholesalers believe that hardwood trade will be good this fall, especially if some way is found to make transportation more satisfactory.

CLEVELAND

According to latest reports from dealers in this city the hardwood market is stronger than it has been for some time.

At the present time building is creating the biggest market for hardwood, but leaders of the industry here say that if the railroad strike continues they fear a letdown will be felt, which of course would be bound to have an ill effect on the hardwood market.

The automobile manufacturers and furniture men are also big buyers of hardwood.

Oak is beginning to pick up, dealers claim, but the biggest demand is for birch and gum.

The upper grades of hardwood are in great demand, while the lower grades are not going so well.

BOSTON

Inquiry for hardwoods has increased notably the past week here. Demand has increased somewhat also for early delivery. But there are many who feel they have enough on hand to enable them to hold off the market for some time and who believe that soon there will be plenty and lower prices. The tone of the market is very firm here at the present time but in firsts and seconds even there continues to be a pretty wide range of prices. But on account of the railroad strike situation the common grades are firmer than they were. The bulk of trade passing at present is with hardwood yards and furniture and piano makers. Also there is much inquiry at present from the interior finish people. That demand and inquiry is a feature of the market here but unfortunately even normally that demand would only include about 12 to 20 per cent of the total hardwoods trade here. There is also a pretty active demand here for hardwood flooring, and as stocks are light prices are very firm. Maple flooring specially is scarce.

BALTIMORE

Conditions in the hardwood trade at Baltimore, Md., are decidedly unsatisfactory because of the checks upon the distribution imposed by the interference with shipments by the railroad strike. As a result of the inability to make delivery on orders, some of the saw mills are shutting down, thus further curtailing the available supply of lumber and bringing the risk of a famine with subsequent skyrocketing of the market nearer, at a time when practically the whole hardwood list is in good demand and when users find themselves seriously hampered in their activities. Naturally enough, the difficulties of filling orders are causing advances in prices, though these gains do not bring the intending buyers any nearer to getting what they want, and the figures might as well be anything else. The stocks held here are being reduced without any definite prospect of replenishment, and there is a possibility of the activities that call for the use of hardwoods being badly hampered by the scarcity of material. The foreign business also is affected by the prevailing state of affairs. With hundreds and thousands of railroad cars held upon sidings, the mills cannot get any to load, and even if this result were achieved, the motive power to haul them away would be lacking. Much of the lumber held up is of the kind manufactured for the foreign trade and could be disposed of, but in the absence of shipping facilities the exporters are forced to remain inactive, with the volume of business actually done shrinking to small proportions.

COLUMBUS

A strong demand for hardwoods is reported in central Ohio. Buying is about equally distributed between retailers and factories, with the former probably placing the larger orders. Retail stocks as a rule are becoming depleted and home building is going on actively in all sections. Factories making boxes, implements, automobiles and furniture are good purchasers. Railroads are also showing a disposition to come into the market.

Embargoes and railroad congestion are holding up shipments to a large extent and much inconvenience has resulted. There is a scarcity in cer-

tain items and prices are advancing as a result. Spot cars are hard to find and are readily sold. Curtailment of production at the mills is now the rule because of transportation difficulties. Oak, poplar and chestnut are the strongest varieties.

CINCINNATI

Uncertainty in shipping due to the rail difficulties is holding down buying in the Cincinnati hardwood market to a considerable extent. Inquiry for all grades of hardwoods is active, but local houses say it means nothing to them from a financial standpoint as many of them are without adequate supplies to take advantage of this opportunity. The furniture industry generally is buying only what is absolutely needed, but it is known the manufacturers have large orders and it is only a question of time until they are forced into the market more heavily. Business with the flooring and interior finish manufacturers is reacting slightly with the smaller volume of new construction started, but most of the plants are working to capacity. Prices remain virtually the same, though here and there are negligible changes. Practically all items in the upper grades are in active demand, with oak, gum and poplar heading the list.

INDIANAPOLIS

The improvement in the rail transportation problem has worked both beneficially and the opposite so far as the hardwood situation is concerned. Those wanting stocks are able to get them more promptly, but on the other hand, the industrial executives who had begun to fear there might be a car shortage and a congestion, resulting in a lack of raw materials, and who were just about to begin buying for reserve supplies, have changed their minds. This is particularly noticeable in the furniture industry where the buying is almost entirely of an emergency nature. The purchasing agents are buying only what they have an immediate demand for and they are shopping around considerably. There is no future buying to speak of and in spite of this and the fact that new construction is declining in Indianapolis and other cities of the state, prices maintain their levels of the past two weeks. With the settlement of the coal strike there was a lot of optimism expressed by the various industrials on the fall business and most of them are increasing their production. This increase has been noticed in the box factories, indicating that the upward trend is general with all industries.

EVANSVILLE

The hardwood lumber manufacturers of Evansville and southern Indiana report trade coming along all right only for the railroad strike that has created a car shortage in this section of the county. With the settlement of the railroad strike, it is believed the car shortage would be relieved and then business would start off all right again in the opinion of the lumber men. Stocks are reported low in many sections and this leads the lumber manufacturers and wholesalers to believe that after the demand for lumber picks up along late in the fall there will be a gradual increase in prices. Few of the large hardwood mills in this section are being operated at this time. The mills have been getting in some logs from the south and from points along Green and Barren rivers in western Kentucky. Log prices are reported to be rather high. The railroad strike is delaying the shipment of logs from the south, while the logs from points along Green and Barren rivers are brought here in rafts. Lumber men say that the whole state of the fall and winter business now depends upon how soon the strike of the railroad shopmen has ended. Collections have been holding their own very well. Trade in the rural communities is holding up well. The various wood consuming plants in Evansville and other towns and cities in the tri-state section have been operating on an average of about 52 hours a week and were the railroad strike at an end it is believed that they would run on even a better schedule. The ending of the coal strike in the northern field stimulated business to a certain extent and for a few days it was believed that trade was going right ahead. Now the car shortage has prevented the moving of much of the coal after it is mined and as a result some of the mines in this part of the state have been forced to close down as they were not able to get sufficient cars. Manufacturers are expecting to pay high prices for coal this coming winter.

LOUISVILLE

Demand for hardwood is reported as fairly active in the local market, for stocks that can be shipped at once, as many operators are not able to accept much new business, or promise anything in the way of delivery from southern mills. Gum has been more active and oak is in fair movement. Ash has been considerably better and is bringing better prices. General prices are firm, with some items advancing. Walnut in FAS is cheaper, as the consuming trades have been going to common because of the advancing prices of FAS. Local demand has been fair, the box trade taking considerable low grade, while the flooring and planing mill demand has been good.

NEW ORLEANS

Inquiries continue rather active, though actual buying has slackened down somewhat within the past few days, and the effect of the railway strike is growing daily from bad to worse throughout the southwestern territory.

The pinching effect of the railway strike, much more acute now than for any time heretofore during its several weeks of duration, is the outstanding feature of the hardwood market, the same having proven to be

YELLOW PINE

Short Leaf

SHOP LUMBER

Steam Dried 1"—1¼"—1½"—2"

For Sash, Door and Finish Manufacturers
A Good Cutting Grade at Less Than B and Bet.

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"Gogebic County" Birch, Soft Elm, Ash—The Best

WE HAVE CHOICE STOCK

BASSWOOD		SOFT ELM	
4/1" FAS	30,000'	4/4" No. 2 & Btr.	100,000'
4/4" Sel. & Btr.	40,000'	6/4" No. 1 & Btr.	30,000'
4/4" No. 2	60,000'	8/4" No. 1 & Btr.	30,000'
BIRCH		BROWN ASH	
3/4" No. 1 & Btr.	50,000'	4/4" No. 2 & Btr.	100,000'
4/4" No. 1 & Btr.	100,000'	5/4" No. 1 & Btr.	5,000'
5/4" No. 1 & Btr.	30,000'	6/4" No. 1 & Btr.	16,000'
6/4" No. 1 & Btr.	15,000'	HARD MAPLE	
8/4" No. 1 & Btr.	15,000'	4/4" Sel. & Btr.	100,000'
3/4" & 4/4" No. 2	200,000'	5/4" No. 2	18,000'

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4/4" Selects.....	10,000'
4/4" No. 1 Common.....	35,000'
4/4" No. 2 Common.....	100,000'
5/4" 1sts & 2nds.....	5,000'
5/4" Selects.....	35,000'
5/4" No. 1 Common.....	5,000'
5/4" No. 2 Common.....	80,000'

SOFT ELM

4/4" No. 2 Com. & Btr....	20,000'
6/4" No. 1 Com. & Btr....	20,000'
8/4" No. 2 Com. & Btr....	30,000'

ASH

4/4" No. 2 Com. & Btr....	25,000'
6/4" No. 1 Com. & Btr....	15,000'
4/4" No. 3 Common.....	50,000'
6/4" No. 3 Common.....	30,000'

HARD MAPLE

4/4x6" & Wider, 8' & Longer	
No. 1 & Btr., 50% FAS	100,000'
6/4" No. 1 Com. & Btr....	100,000'
6/4" No. 1 Com. & Sel....	60,000'
6/4" No. 2 Common.....	95,000'
8/4" No. 1 Com. & Btr....	90,000'
8/4" No. 2 Common.....	25,000'
10/4" No. 1 Com. & Btr....	80,000'
12/4" No. 1 Com. & Btr....	25,000'

SOFT MAPLE

4/4" No. 2 Com. & Btr....	150,000'
8/4" No. 1 Com. & Btr....	85,000'

BASSWOOD

4/4" 1sts & 2nds.....	15,000'
4/4" No. 1 Common.....	15,000'
4/4" No. 2 Common.....	15,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
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QUARTERED SYCAMORE

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NORTH VERNON LUMBER MILLS

NORTH VERNON

INDIANA

somewhat of a real octopus in squeezing the life out of the body of commerce. Embargoes have continued to thicken and the scarcity of cars of all kinds used in transporting either the inbound logs to the mill or the finished lumber products to the consumer has reached a rather critical stage, only augmented in seriousness by the fact that the hardwood manufacturers and distributors in many instances are not able to get their freight moved after having been so lucky as to obtain cars for it. Cars laden with lumber sitting on side tracks at the mills waiting overtime are now a common sight, even up and down the main trunk lines and the plants situated on the small spur lines are even more unfortunate.

The export business is rather active; in fact, it is claimed by several, including the American Overseas Forwarding Company, through its manager at New Orleans, Robert E. O'Rourke, to be more active just at present than for a long time since, the business of that big concern showing rapid growth within the past few weeks. Rates to the United Kingdom have recently been boosted on hardwoods to the tune of 5 cents per hundred pounds, but that fact is exercising only a very small retardant effect upon shipments.

Stocks are not any too plentiful and are somewhat broken, and the tendency is to replenish them.

MILWAUKEE

With the Milwaukee building program showing a total of twelve and one-half miles of building frontage constructed since January 1, the biggest boom in the history of the city will be experienced this year, W. D. Harper, building inspector, stated. Operations are \$7,000,000 ahead of last year's program at this date, and the fall season is opening with a brisker trade than last year, he stated. Hardwood markets are profiting by activities of this nature in large sales of woods for interior finish, building construction and to the furniture manufacturers and other allied industries who furnish the homes when completed. Unusually heavy order files and increasing totals of unfilled orders are the problems that confront the average lumberman who finds traffic congested, rolling stock difficult to secure and railroad outbreaks threatening to tie up what would otherwise prove to be a banner year. Transits are readily picked up and the trade is now making frantic efforts to place orders for immediate shipment.

Industries are steadily improving, and this is reflected in the slight movement of the sluggish low grade hardwoods, inactive all season. Crating is taking a small share of the hardwoods as the industries prepare to make shipments. The agricultural implement manufacturers are beginning to appear for large orders, as are the automobile body manufacturers and musical instrument makers.

Building activities causing the increased demand have forced prices higher, and a general advance is seen in all divisions, with the exception of a few scattered lines in the low quality hardwoods. The price levels cannot now go much higher without checking a normally healthy trade, wholesalers declare.

Further advances are expected, however, in the woods used for furniture and automobile body making, as mill production is reported low. Scattered lines in the interior finish divisions are due for an increase, it is stated. Better grades of birch, maple and ash will be firmer at the next writing, it is predicted.

GRAND RAPIDS

A few branch lines to mills remain tied up because of transportation congestion, but in general the supply is equal to the demand, most of the furniture factories and the automobile building plants having an adequate supply of raw material on hand.

Birch veneers, however, are somewhat slowed up in shipment, and the supply is not equal to the demand.

TORONTO

Lumber markets, both locally and throughout Ontario, have retained more activity than was expected during August, owing to large scale building operations, but trade in hardwoods is not particularly active, although some improvement in business is noted. The most favorable feature of the hardwood business is that a better demand is noticed for the low ends for which there was a negligible sale formerly. The market for hemlock is considerably firmer and the product is in good demand. British Columbia lumber is selling in moderate volume in Eastern Canada, but the big bulk of the Ontario hardwood trade is still in the United States market. Improvement is anticipated when the fall trade gets under way. Some attractive business has been secured recently by eastern representatives of British Columbia hardwood firms. Comparatively little export business of consequence being done from Eastern Canada. The British market is described as dull, and since it is recovering very slowly from the long period of depression, it is not likely that large amounts of lumber will be required during the balance of the season. American business has been quite good, due to the comparative absence of southern woods caused by the railway tie-up. Reports from the Montreal district indicate that men are getting \$30 to \$35 a month, and that road, railway and construction work has taken much of the labor that usually goes to the lumber camps. The same condition to a lesser extent exists in Ontario. Some Ontario operators state that men are demanding as high as \$40 a month. The extent of the new season's lumbering operations depends largely on the labor developments of the next six weeks.

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High-class Foreman. One who has had experience in plywood. Young man preferred. Address BOX 913, care HARDWOOD RECORD.

WANTED

A capable middle age man who has had practical experience in operating Veneer Mill, who is familiar with cutting high-class veneers and can handle men. A well organized establishment. References required. Address BOX 912, care HARDWOOD RECORD.

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Several hardwood salesmen accustomed to calling on factory trade for northern and central Ohio and western New York, exclusive of Toledo. Straight salary and expenses. Ability alone will determine salary. Address Box 898, care Hardwood Record.

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A Canadian hardwood flooring manufacturing company is looking for an experienced man who can guarantee first-class flooring and a maximum production to take charge of our flooring department. We have a capacity of about 12,000 feet per day and can afford to pay reasonable wages. We operate Berlin No. 89 and 87 machines. Applicant must be thoroughly conversant with business and be able to keep things moving. Address Box 908, care Hardwood Record.

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Through a peculiar set of circumstances a veneer executive of unusual ability is open for the consideration of a proposition from a live, going veneer manufacturing institution. Would only be interested in an A-1 offer and will establish my position when the time arrives. Address all inquiries to Box 902, care HARDWOOD RECORD. P.S.—If you have a big proposition and need a man to handle it, this represents an opportunity for you.

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We are in a position to handle to advantage the output of one or more first class hardwood mills making chiefly oak, poplar and gum. If can guarantee a well manufactured and graded product would be glad to entertain a proposition. Write, giving full particulars, to Box 911, care Hardwood Record.

WANTED

We want for immediate shipment the following:

15,000' 3" No. 1 Com. & Bet. plain white oak
15,000' 4" No. 1 Com. & Bet. plain white oak
15,000' 4" FAS yellow poplar
15,000' each 1, 1 1/4, 2" FAS chestnut
12,000' 2 1/2" Select cypress

Must be well manufactured, dry, of good widths and lengths.

TAYLOR & CRATE,
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For mixed oak timbers, planking, construction material, etc. Band mill prepared to execute orders promptly.

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High Grade Lumber
2 cars 4/4 No. 1 Com. Poplar.
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Stock in our Highland Park Yard, Louisville.
Can be shipped at once.

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1/8" and 1/16" Birch cut-downs.
We are continually accumulating 1/8" and 1/16" Birch cut-downs.

We can cut to desired sizes if a cut-down proposition.

Send us a list of your requirements for prices.

We have a car of 1/16" Birch chair seat stock 14" to 24" wide by 14" to 18" long. Dry stock, securely crated.

Write for prices and list of sizes.

KIEL WOODEN WARE CO.,
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This publication contains botanical descriptions of more than 300 species of American trees, a recital of chief uses of all American woods, scientific name of each tree. Regular price of this publication is \$6.00. For those who send in their order now, accompanied by check, we will make a special price of \$5.00.

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One good medium circular sawmill. Will sell cheap for cash. A. R. VAN SICKLE & SON, Tamms, Ill.

FOR SALE—CHEAP

One 350 H. P. cross compound Corliss engine rated 125 lb. steam pressure, suitable for sawmill work. For particulars write—

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Menasha, Wis.

FOR SALE

One right-hand brand new, modern 16 ft. veneer saw with automatic set works and positive offset. Fixed for direct motor drive. The last word for veneer and thin lumber sawing. For particulars address Box 824, care HARDWOOD RECORD.

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200 K. W. 550 volt Westinghouse generator
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Lock Haven, Pa.

MACHINERY WANTED

WANTED

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FOR SALE

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May, 1920

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Respectively

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 NO. 2 C. & BTR., 6/4, 8/4, 12/4, 16/4", reg. widths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.
 NO. 1 C. & BTR., white, 4/4-12/4", reg. widths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
 NO. 3 C., 4/4", all widths. & lgths., 2 yrs. dry. C. C. COLLINS LBR. CO., Mellen, Wis.
 NO. 1 C., black, 4/4". G. ELIAS & BRO., Inc., Buffalo, N. Y.
 FAS, white, 4/4", 6" & up, 8-16" (15% 10" & up, 30% 14" & 16"), yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.
 NO. 3, 4, 5, 6". JACKSON & TINDLE, INC., Grand Rapids, Mich.
 LOG RUN, 4/4". KELLOGG, LBR. CO., Memphis, Tenn.
 NO. 2 & BTR., 4/4, 6/4, 8/4, 12/4", good widths., dry. J. T. KITCHEN LBR. CO., Columbus, Indiana.
 ALL GRADES, 5/8", 16/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.
 NO. 2 & BTR., 4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.
 NO. 1 & BTR., 4/4-16/4", nice widths. & lgths., tough texture, ind. dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.
 NO. 3, 4/4" good widths. & lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.
 FAS, white, 8/4", medium texture; FAS, white, 4/4, 5/4", all 8 & 10"; FAS, white, 1x10 & up, 5/4x10 & up, 6/4x10 & up, 8/4x10 & up. THOMPSON-KATZ LBR. CO., Memphis, Tenn.
 NO. 1 C. & BTR., white, 4/4-16/4", reg. widths., std. lgths., 2 yrs. dry northern stock, tough texture. YEAGER LBR. CO., Buffalo, N. Y.
 FAS, 5/4, 8/4", reg. widths. & lgths., dry; NO. 1 C., 6/4, 8/4", reg. widths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. widths. & lgths., dry. BEDNA-YOUNG LBR. CO., Jackson, Tenn.

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NO. 2 & 3, 4/4" LOG RUN, 5/8". ALGOMA PANEL CO., Algoma, Wis.
 NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
 NO. 2 C. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
 SEL., 4/4", 6" & wider, 8' & longer, 8 mos. dry. FOSTER-LATIMER LBR. CO., Rhinelander, Wis.
 NO. 2 & BTR., 8/4", nice widths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.
 NO. 1 C. & SEL., 6/4", dry; NO. 2 C., 6/4", dry. SHARPBACK LBR. CO., Huntington, W. Va.
 SEL. & BTR., 4/4, 5/4", good widths. & lgths., dry; NO. 2, 4/4, 5/4", good widths. & lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.
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BEECH

NO. 1 C., 8/4", reg. widths. & lgths., 15 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
 FAS, 4/4". G. ELIAS & BRO., INC., Buffalo, N. Y.
 NO. 3, 4/4 & 5/8", 6/4"; NO. 2 C. & BTR., 5/8 & 4/4, 6/4 & 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.
 NO. 1 C. & BTR., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.
 NO. 2 & BTR., 4/4-8/4", nice widths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.
 NO. 2 & BTR., 4/4, 5/4, 8/4", good widths. & lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

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NO. 3 C., 4/4", 4, 6, 10, 12; NO. 3 C., 4/4", 8, 14, 16; LOG RUN, 6/4, all widths. & lgths. ALGOMA PANEL CO., Algoma, Wis.
 NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

FAS, 4/4, 5/4", 6" & wider, 8' & longer, yr. dry; NO. 1 C., 4/4", 6/4", all widths. & lgths., yr. dry; NO. 2 C., 4/4, all widths. & lgths., 2 yrs. dry; NO. 2 C., 6/4", all widths. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.
 NO. 1 & BTR., 6/4", reg. widths. & lgths., 6 mos. dry; NO. 3, 4/4 to 6/4", reg. widths. & lgths., 12 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.
 NO. 3, 4/4, 5/4"; NO. 2 C. & B., 4/4, 5/4"; NO. 1 C. & B., 6/4, 8/4, 9/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.
 NO. 2 & BTR., 10/4", good widths., dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
 NO. 1 C. & BTR., 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

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MILL RUN, 5/4". SHARPBACK LBR. CO., Huntington, W. Va.

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CHERRY

NO. 2 C. & BTR., 4/4-12/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
 NO. 1 C., 4/4, 5/4, 6/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good widths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
 NO. 1 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
 SD. WORMY, 6/4". SHARPBACK LBR. CO., Huntington, W. Va.

COTTONWOOD

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 BX. BDS., 4/4x9-12". GRISMORE-HYMAN CO., Memphis, Tenn.

CYPRESS

FAS, 8/4", reg. widths. & lgths., bone dry. ARCHER LBR. CO., Helena, Ark.
 SELS. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
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 FAS, 4/4", 13-17, good lgths., 4 mos. dry, Pantherburn; FAS, 5/4", 4-12", good lgths., 4-8 mos. dry, Pantherburn; FAS, 5/4", 13-17 & 18 & up, good lgths., 4-8 mos. dry, Pantherburn; SELS., 5/4" good widths. & lgths., 4-6 mos. dry, Pantherburn; SELS., 6/4", good widths. & lgths., 4-10 mos. dry, Pantherburn; SELS., 8/4", good widths. & lgths., 5 mos. dry, Pantherburn; SHOP, 4/4", good widths. & lgths., 4 mos. dry, Pantherburn. TURNER-FARBER-LOVE CO., Memphis, Tenn.
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ELM—SOFT

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 NO. 1 C. & BTR., 8/4", reg. widths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
 FAS, 10/4". G. ELIAS & BRO., INC., Buffalo, N. Y.
 SEL. & BTR., 4/4, 5/4", reg. widths. & lgths., yr. dry; NO. 1 & BTR., 8/4, 10/4", reg. widths. & lgths., dry; NO. 3 C., 4/4, 6/4", reg. widths. & lgths., dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.
 NO. 2 & BTR., 12/4", good widths., dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
 NO. 1 C. & BTR., 5/4". LONG-BELL LBR. CO., Kansas City, Mo.
 NO. 2 C. & BTR., 8/4"; NO. 1 C. & BTR., 10/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.
 LOG RUN, 8/4, 10/4, 14/4". MEMPHIS BAND MILL CO., Memphis, Tenn.
 NO. 2 & 3 C., 5/8". PANOLA LBR. & MFG. CO., Memphis, Tenn.
 NO. 1 & BTR., 4/4-12/4", nice widths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

ELM—ROCK

MILL RUN, 8/4", all widths. & lgths. ALGOMA PANEL CO., Algoma, Wis.

GUM—PLAIN RED

NO. 1 C. & FAS., 4/4", reg. widths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.
 NO. 1 C. & SELS., 4/4"; NO. 1 C. & BTR., SND, 6/4", 8/4, 12/4". LONG-BELL LBR. CO., Hdwd. Dept., Kansas City, Mo.
 NO. 1 C., 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

GUM—QUARTERED RED

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 NO. 1 C. & SEL., 4/4, 5/4, 6/4"; NO. 1 C. & BTR., 8/4"; FAS, 12/4"; FAS, 4/4" SND. LONG-BELL LBR. CO., Kansas City, Mo.
 FAS, 4/4, 8/4"; NO. 1 C., 4/4, 5/4". MOSSMAN LBR. CO., Memphis, Tenn.
 FAS, 4/4, 8/4", reg. widths. & lgths., dry; NO. 1 C. & SEL., 4/4, 5/4, 8/4", reg. widths. & lgths., dry; NO. 1 C. & BTR., SND, 4/4, 5/4, 8/4", reg. widths. & lgths., dry. RUSH LBR. CO., Memphis, Tenn.
 FAS, 5/8, 3/4", good widths. & lgths., 11 mos. dry, Miss. Delta; FAS, 4/4", good widths. & lgths., 4 mos. dry, Miss. Delta; FAS, 5/4", good widths. & lgths., 9 mos. dry, Miss. Delta; FAS, 6/4", good widths. & lgths., Miss. Delta, 4-9 mos. dry; FAS, 8/4", good widths. & lgths., 4-10 mos. dry, Miss. Delta; NO. 1 C. & S., 3/4", good widths. & lgths., 13 mos. dry, Miss. Delta; NO. 1 C. & S., 6/4, 8/4", good widths. & lgths., 4-8 mos. dry, Miss. Delta. TURNER-FARBER-LOVE CO., Memphis, Tenn.
 NO. 1 C. & BTR., 8/4", reg. widths. & lgths., dry; NO. 1 C. & BTR., 5/4, 6/4, 8/4", SND, reg. widths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

FAS, pl., 5/8", 10-11" wide, 50% long, 3 mos. dry; NO. 1 C., 3/4", reg. widths. & lgths., 3 mos. dry. ARCHER LBR. CO., Helena, Ark.
 BX. BDS., 4/4", 9-12 & 13-17, reg. lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.
 NO. 2 & BTR., qtd., 4/4", good widths., dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
 FAS, pl., 4/4"; NO. 1 C. & SEL., pl., 4/4, 5/4". LONG-BELL LBR. CO., Kansas City, Mo.
 NO. 1 C., 6/4"; NO. 1 & 2, 6/4". MAISEY & DION, Chicago, Ill.
 ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
 FAS, qtd., 4/4"; NO. 1 C., qtd., 4/4"; NO. 1 & BTR., qtd., 10/4", 12/4". MOSSMAN LBR. CO., Memphis, Tenn.
 FAS, pl., 1/2, 5/8, 3/4, 4/4"; NO. 2 C. & 3 C., pl., 4/4"; NO. 3 C., pl., 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.
 FAS, qtd., 5/8 (4-7 mos. dry), 3/4 (5-10 mos. dry), 6/4 (9 mos. dry), 10/4" (11 mos. dry), all good widths. & lgths., Miss. Delta stock; NO. 1 C. & S., qtd., 5/8 (6 mos. dry), 3/4 (3-6 mos. dry), 4/4 (4-5 mos. dry), 6/4 (10 mos. dry), all good widths. & lgths., Miss. Delta stock. TURNER-FARBER-LOVE CO., Memphis, Tenn.

GUM—MISCELLANEOUS

COM. & BTR., qtd., black, 4/4", reg. widths. & lgths., bone dry. ARCHER LBR. CO., Helena, Ark.
 NO. 1 C. & BTR., qtd. & pl. black, 4/4", reg. widths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.
 FAS, tupelo, 4/4", 6" & up. BELLGRADE LBR. CO., Memphis, Tenn.
 FAS, tupelo, 4/4"; NO. 1 C. & BTR., tupelo, 4/4"; NO. 1 C. & BTR., black, qtd., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

HACKBERRY

NO. 2 C. & BTR., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

HEMLOCK

NO. 3 C., 4/4", 4", 6", 8", 12", 8-16' long yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

HARDWOODS FOR SALE

HICKORY

NO. 2 C. & BTR., 8/4, 10/4", reg. wdths. & lgths., 12 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., pecan, 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR., 6/4-8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., 6/4, 10/4", good wdths., dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4, 5/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 10/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

COM. & BTR., 4/4, 6/4", 4" & up, 8-16", yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. & BTR., 4/4-12/4"; NO. 1, NO. 2 & NO. 3, 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 & BTR., 12/4", good wdths., dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

NO. 1 & 2 C., 5/4"; NO. 3 C., 5/4, 6/4"; NO. 1 C. & BTR., 6/4, 8/4"; NO. 1 & 2 C., 6/4, 12/4"; NO. 1 C., 8/4"; NO. 2 C., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Indiana.

LOG RUN, 6/4, 8/4". SHARPBACK LBR. CO., Huntington, W. Va.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 2 C. & BTR., 4/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

OAK—PLAIN RED

FAS, 4/4", 12" & up, reg. lgths., bone dry. ARCHER LBR. CO., Helena, Ark.

NO. 2 C. & BTR., 6/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & SEL., 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4/4"; NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

NO. 1 C., 6/4", kiln dry. MAISEY & DION, Chicago, Ill.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & SEL., 4/4", dry. SHARPBACK LBR. CO., Huntington, W. Va.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; SD. WORMY, NO. 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 & BTR., 4/4", good wdths., dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 1 C., 4/4 & 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

FAS, 4/4", reg. wdths. & lgths., bone dry. ARCHER LBR. CO., Helena, Ark.

NO. 2 C. & BTR., 6/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 2 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

NO. 1 & 2 C., 4/4", reg. wdths. & lgths., dry; SD. WORMY, 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 2 C., 6/4". BELLGRADE LBR. CO., Memphis, Tenn.

FAS, 5/4"; NO. 1 C., 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR. strips, 4/4", 2½-5½, 8-16", 12 mos. dry; COM. & SELS., 4/4", 4" & up, 8-16", yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 & 2 C., 5/8, 4/4, 5/4", good wdths., dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

FAS, 4/4"; NO. 1 C. & SEL., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS & NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4", reg. wdths. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry; SD. WORMY, 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

LOG RUN, 4/4, 6/4, 8/4", all wdths. & lgths.; NO. 3 C., 4/4". ALGOMA PANEL CO., Algoma, Wis.

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

SD. WORMY, mixed, 4/4, 5/4", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C., 8/4", air dried. MAISEY & DION, Chicago, Ill.

NO. 2 & BTR., pl. & qtd., 4/4-10/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

PINE

NO. 4 C., 4/4", all wdths. & lgths., 3 mos. dry; NO. 5 C., 4/4", all wdths. & lgths., 3 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

POPLAR

COM. & BTR., 5/8", 4" & up, 8-16", yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 A. COM., 6/4", dry; NO. 2 B. & 3 C., 6/4", dry. SHARPBACK LBR. CO., Huntington, W. Va.

NO. 1 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, SAP, 5/8 & 4/4", reg. wdths. & lgths., dry; NO. 1 C., 5/4", reg. wdths. & lgths., dry; NO. 2 A. & B. COM., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

NO. 2 C. & BTR., 4/4". BELLGRADE LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". LONG-BELL LBR. CO., Kansas City, Mo.

WALNUT

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4/4, 5/4", 6/4, 8/4, 12/4", nice wdths. & lgths., dry, steamed; SELS., 4/4, 5/4, 6/4, 8/4, 12/4", nice wdths. & lgths., dry, steamed; NO. 1 C., 4/4, 5/4, 6/4, 8/4, nice wdths. & lgths., dry, steamed; NO. 2 C., 4/4, 5/4, 6/4, 8/4, nice wdths. & lgths., dry, steamed. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

MISCELLANEOUS DIMENSION STOCK

ASH

CLEAR, 1½x1½ & 2x2—30, 44 & 50". C. B. COLBORN, Memphis, Tenn.

RED GUM

CLEAR, 2½x2½-30". C. B. COLBORN, Memphis, Tenn.

SAP GUM

CLEAR, 2x2 & 2½x2½-60", 2x2 & 2½x2½-18", 2x2-30". C. B. COLBORN, Memphis, Tenn.

OAK

CLEAR, 2x2-30" & 2x2-19". C. B. COLBORN, Memphis, Tenn.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/20", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 3-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13" long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16" long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3-16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

MAHOGANY

SHEET STOCK, sliced, 1/16, 6-20, 10-16". J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS.

HARDWOODS FOR SALE

Louisville, Ky.
SLICED, 1/28; SAWED, 1/8. VENEER,
LUMBER & PLYWOOD CO., 401 N. Hoyne
Ave., Chicago, Ill.

MAPLE

LOG RUN, 1/16", 6-36", 62-98"; LOG RUN,
1/20", 6-36", 40-96". CHICAGO MILL & LBR.
CO., Chicago, Ill.

MISCELLANEOUS

SAWED, STD. GRADE, 1/20", 6-14", 8-16",
Fort Wayne. HOFFMAN BROS., Fort Wayne,
Ind.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98";
SHEET STOCK, red, 1/20", 6-36", 38-86";
SHEET STOCK, white, 1/8", 6-36", 44-98";
SHEET STOCK, 1/20", 6-36", 38-96". CHI-
CAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98"
long x 6-30" wide, 1/20-1/8" thickness; FLITCH
STOCK, white, sawed qtd., 10-14' long x 6" &
up wide, 1/20-1/8" thickness; SHEET STOCK,
red, rotary cut, pl., 48-98" long x 6-36" wide,
1/20-1/8"; FLITCH STOCK, red, sawed qtd.,
10-14' long x 6" & up wide, 1/20-1/8" thick-
nesses. LOUISVILLE VENEER MILLS,
Louisville, Ky.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET
STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over
long. VENEER MFRS. CO., 1036 W. 37th St.,
Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96"
long; ROTARY CUT, white, 1/8", 6-36" wide,
62-96" long. GEO. L. WAETJEN & CO., Mil-
waukee, Wis.

QUARTER SAWN. WOOD-MOSAIC CO.,
INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80";
1/16", yellow, 6-36", 38-98". CHICAGO MILL
& LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75%
86 & over long. VENEER MFRS. CO., 1036
W. 37th. St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG
RUN, 1/16", 6-36", 74-86"; SHEET STOCK,
1/20", 6-36", 50-92". CHICAGO MILL & LBR.
CO., Chicago, Ill.

SEAT STOCK, 1/8". R. C. CLARK VENEER
CO., 1650 Besley Court, Chicago.

LOG RUN, ROTARY CUT, 1/8", 6-36, 48-96",
Ft. Wayne. HOFFMAN BROS. CO., Fort
Wayne, Ind.

SHEET STOCK, rotary cut, 48-98" long x
6-36" wide, 1/28-1/8" thicknesses or to dimen-
sion; FLITCH STOCK, sawed & sliced, 1/16-
1/8" thicknesses. LOUISVILLE VENEER
MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36,
56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98.

VENEER MFRS. CO., 1036 W. 37th St., Chi-
cago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96"
long; ROTARY CUT, 1/16", 6-48" wide, 55-96"
long; ROTARY CUT, 1/8", 6-36" wide, 66-96"
long; ROTARY CUT, 3/16", 1/4" 6-36" wide,
36-96" long. GEO. L. WAETJEN & CO., Mil-
waukee, Wis.

ROTARY CUT. WOOD-MOSAIC CO., INC.,
Louisville, Ky.

SPRUCE

SHEET STOCK, rotary cut, 3/16, 12-37,
50-74. J. C. DEACON CO., 2627 S. Robey St.,
Chicago, Ill.

WALNUT

SHEET STOCK, sliced, 1/28", 6-12. J. C.
DEACON CO., 2627 S. Robey St., Chicago, Ill.
1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne,
Ind.

FLITCH STOCK, sliced half round, full
rotary, std., 1/28" thicknesses. LOUISVILLE
VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8
and 3/16. VENEER, LUMBER & PLYWOOD
CO., 401 N. Hoyne Ave., Chicago, Ill.

GUM

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, "A" 13/16, 144x28&42.
VENEER, LUMBER & PLYWOOD CO., 401
N. Hoyne Ave., Chicago, Ill.

PANELS AND TOPS

ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4",
G2S, stock sizes. NEW ALBANY VENEER-
ING CO., New Albany, Ind.

BIRCH

THREE PLY, drawer bottoms; also THREE
PLY door panels; sizes and prices on request.
R. C. CLARK VENEER CO., 1650 Besley
Court, Chicago, Ill.

THREE & FIVE PLY, 1/4, 5/16, 3/8, stock
sizes. J. C. DEACON CO., 2627 S. Robey St.,
Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY,
1/4", G2S, stock sizes. NEW ALBANY VE-
NEERING CO., New Albany, Ind.

FIR

DRAWER BOTTOMS, THREE PLY; also
DOOR PANELS; sizes and prices on request.
R. C. CLARK VENEER CO., 1650 Besley
Court, Chicago, Ill.

THREE PLY, 1/4, 3/8", stock sizes. J. C.
DEACON CO., 2627 S. Robey St., Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes.
NEW ALBANY VENEERING CO., New Al-
bany, Ind.

GUM

THREE PLY, drawer bottoms, sizes & prices
on request. R. C. CLARK VENEER CO., 1650
Besley Court, Chicago, Ill.

THREE PLY, 1/4", stock sizes. J. C.
DEACON CO., 2627 S. Robey St., Chicago, Ill.
QTD. FIG., any thickness. LOUISVILLE
VENEER MILLS, Louisville, Ky.

THREE PLY, 5/16", G1S, stock sizes:
THREE PLY, qtd. red, 1/4", G1S, stock sizes.
NEW ALBANY VENEERING CO., New Al-
bany, Ind.

"A" GRADE, figured, all thicknesses.
VENEER, LUMBER & PLYWOOD CO., 401
N. Hoyne Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes.
VENEER, LUMBER & PLYWOOD CO., 401 N.
Hoyne Ave., Chicago.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to
specifications, or stock sizes. LOUISVILLE
VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, door panels; sizes and prices
on request. R. C. CLARK VENEER CO., 1650
Besley Court, Chicago.

THREE & FIVE PLY, 1/4, 3/8", stock sizes.
J. C. DEACON CO., 2627 S. Robey St., Chi-
cago, Ill.

THREE PLY, pl. white, 1/4", G1S, G2S, stock
sizes; FIVE PLY, pl. white, 3/8", G2S, stock
sizes; THREE PLY, qtd. white, 1/4", G1S, G2S,
stock sizes. NEW ALBANY VENEERING
CO., New Albany, Ind.

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

WALNUT

"A" GRADE, all sizes & thicknesses.
VENEER, LUMBER & PLYWOOD CO., 401
N. Hoyne Ave., Chicago, Ill.

YELLOW PINE

THREE PLY, door panels; sizes & prices on
request. R. C. CLARK VENEER CO., 1650
Besley Court, Chicago, Ill.

THREE PLY, 1/4", G1S, G2S, stock sizes.
NEW ALBANY VENEERING CO., New Al-
bany, Ind.

The Rees Scott Co.

LIMITED

CITY BANK BUILDING
NEW ORLEANS, LA.

*Exporters of All Kinds of
HARDWOOD LUMBER*

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA
Manufacturers of CYPRESS and GUM

SOFT ELM

4/4" No. 2 Common & Better.....125,000 feet

HARD MAPLE

8/4" No. 2 Common & Better.....200,000 feet

10/4" No. 2 Common & Better.....100,000 feet

The Hanson Land & Lumber Co., Grayling, Mich.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated

FOR ANYTHING IN OAK WRITE THE FIRMS ON THIS PAGE

(*See page 31)
Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension. For the very best, write

American Column & Lbr. Co.
Brunson Building Columbus, Ohio

(*See pages 7-67)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 66) 3/4 to 6/4 Sound Wormy Oak
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.
Manufacturer, Greenfield, **OHIO**

**OAK—RED Oak, WHITE Oak, BURR Oak,
POST Oak, CHESTNUT Oak**
These are a few of the many species
of oak in commercial use

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

W. M. Ritter Lumber Company
Columbus, Ohio
Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

**THE DIGNITY AND STRENGTH OF GOTHIC
INTERIORS ARE BEST PORTRAYED IN
OAK.**

Farris Hardwood Lumber Co.
NASHVILLE, TENN.
Quartered and Plain Red and White Oak. All
Tennessee Stock. Oak and Beech Flooring.

(*See page 31)
EAKIN LUMBER COMPANY
Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY
BUCKHANNON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 9)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(*See pages 33 and 36)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

J. M. Jones Lumber Company
Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

(*See page 23)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwood
Kansas City, Missouri

(*See page —)
Long-Knight Lumber Co.
Indianapolis, Ind.
Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company
Terre Haute, Indiana
Oak for Wagon—Chair—Implement Stock
Small Dimension

West Virginia Hardwoods 6 Circular Saw Mills
R. MANKIN & COMPANY
HEADQUARTERS: HUNTINGTON, W. VA.
PHONE 1294

A B & C— (*See page 31)
Triple Bands of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 9)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis **TENNESSEE**

(*See page 53)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 56)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 7)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company
Manufacturers of Hardwood Lumber
Nashville, Tenn.

**THE DEMAND FOR OAK FLOORING IS
ONE OF THE PRESENT MAINSTAYS OF
THE HARDWOOD INDUSTRY**

(*See page 65)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page —)
We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, **INDIANA**

A. B. C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tachudy Lumber Company,
Manufacturer, Kansas City, **MISSOURI**

(*See page 29)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
Louisville, Ky.
Manufacturer

Yellow Poplar Lumber Company
33 Rector Street, New York City
Manufacturer

SALT LICK LUMBER COMPANY

Salt Lick, Kentucky

Manufacturers
of



OAK

Complete stock of
3/8" and 1 1/8"
in all
standard widths

FLOORING

FOR PROMPT SHIPMENT

MAPLE
4/4" No. 1 Com. & Btr. Quartersawn..... 54,000'
8 1/4" No. 1 Com. & Btr. Quartersawn..... 51,000'
4/4" FAS 10,000'
4/4"x6" & up No. 1 Com. & Btr. 100,000'
4/4"x10" & up No. 1 Com. & Btr. 50,000'
10/4"x6" & up No. 1 Com. & Btr. 32,000'
12/4"x6" & up No. 1 Com. & Btr. 18,000'

SOFT ELM
10/4" No. 1 C. & B. 10,000' 8/4" No. 2 C. & B. 31,000'
12/4" No. 1 C. & B. 10,000' 4/4" No. 2 C. & B. 50,000'

BEECH
4/4" Full Log Run..... 100,000'
SOFT ELM—ALL THICKNESSES

EAST JORDAN LUMBER CO.
EAST JORDAN, MICHIGAN

Barr-Holaday Lumber Company

MANUFACTURERS OF HIGH GRADE
Southern Hardwoods

Main Office.....Greenfield, Ohio
Band MillLouise, Mississippi
Branch Office..Indianapolis, Indiana

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK

4/4" 1s & 2s..... 1 car
4/4" No. 1 Common..... 3 cars
5/4" No. 1 Common..... 1 car

QUARTERED RED OAK

4/4" 1s & 2s..... 2 cars

PLAIN RED OAK

5/8" No. 1 Com. & Btr..... 1 car
4/4" No. 1 Com. & Btr..... 4 cars
5/4" No. 2 Com. & Btr..... 5 cars
6/4" No. 2 Com. & Btr..... 4 cars
8/4" No. 2 Com. & Btr..... 3 cars
10/4" No. 2 Com. & Btr..... 2 cars

HICKORY

8/4" No. 2 Com. & Btr..... 2 cars
10/1" No. 2 Com. & Btr..... 1 car
8/4" No. 2 Common..... 1 car

PLAIN MIXED OAK

3/4" No. 2 Common..... 1 car
3/4" Sound Wormy..... 2 cars
4/4" Sound Wormy..... 5 cars
5/4" Sound Wormy..... 3 cars

QUARTERED RED GUM

4/4" to 8/4" No. 1 Common & Btr.

PLAIN RED GUM

4/4" No. 1 Com. & Btr..... 5 cars

QUARTERED SAP GUM

5/4" to 8/4" FAS & No. 1 Common

COTTONWOOD

4/4" No. 1 Com. & Btr..... 6 cars

ELM

6/4" to 12/4" No. 2 Com. & Btr.

For Quick Sale BAND SAWN HARDWOODS

at our LITTLE ROCK MILL

5/4" FAS Quartered Red Gum..... 3 cars
6/4" FAS Quartered Red Gum..... 1 car
8/4" FAS Quartered Red Gum..... 4 cars
12/4" FAS Quartered Red Gum..... 1 car
4/4" No. 1 Com. & Sel. Qtd. Red Gum..... 2 cars
5/4" No. 1 Com. & Sel. Qtd. Red Gum..... 3 cars
6/4" No. 1 Com. & Sel. Qtd. Red Gum..... 6 cars
8/4" No. 1 Com. & Sel. Qtd. Red Gum..... 2 cars
10/4" No. 1 Com. & Sel. Qtd. Red Gum..... 1/2 car
12/4" No. 1 Com. & Sel. Qtd. Red Gum..... 1 car
5/4" FAS Quartered Sap Gum..... 4 cars
8/4" FAS Quartered Sap Gum..... 4 cars
4/4" No. 1 Com. & Sel. Qtd. Sap Gum..... 1 car
8/4" No. 1 Com. & Sel. Qtd. Sap Gum..... 1 car
4/4" FAS Plain Sap Gum..... 1 car
5/4" FAS Quartered Figured Red Gum..... 7,000'
4/4" No. 1 Com. & Sel. Qtd. Fig. Red Gum..... 2 cars
5/4" FAS Plain Figured Red Gum..... 3,000'
6/4" No. 1 Com. & Sel. Plain Red Gum..... 1/2 car
5/4" FAS Quartered White Oak..... 1/2 car
8/4" No. 1 Com. & Sel. Qtd. White Oak..... 1/4 car



E. L. BRUCE Co.

MEMPHIS

TENNESSEE

**Maisey & Dion
Hardwoods**

KILN DRIED AND AIR DRIED
OFFICE & YARDS 2349 to 2423 So. Loomis St.

TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

**Michigan Hardwood
LUMBER**

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

White and Red Oak Gum

AND OTHER

Southern Hardwoods

CORRESPONDENCE WANTED

Crossett Lumber Company
CROSSETT, ARKANSAS

Von Platen-Fox Co.

Manufacturers of

**Fine Northern Basswood
Birch, Elm and Maple Lumber**

FOR SALE—HARD MAPLE

1x4" Sap Strips..... 32,000' 10/4" No. 1 Common.... 50,000'
5/4" No. 1 Common..... 200,000' 12/4" No. 1 & Better.... 100,000'
6/4" No. 2 Common..... 100,000' 12/4" No. 1 Common.... 25,000'

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Building

CHICAGO OFFICE
1329 Peoples Gas Building

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

- 4/4 FAS150,000'
Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.
- 4/4 No. 1 Com. & Selects.....150,000'
Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

- 6/4 No. 1 Com. & Bet..... 75,000'
- 5/4 No. 1 Com. & Bet..... 40,000'
Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

- 4/4 Log RunOne Car

SOUTHERN SOFT MAPLE

- 5/4 Log Run100,000'
(Worm holes no defect)
- 10/4 Log Run100,000'
(Worm holes no defect)

PLAIN RED OAK

- 5/4 Common & Select.....60,000'

PLAIN SAP GUM

- 5/8 FAS150,000'

PLAIN SYCAMORE

- 5/8 No. 2 Com. & Bet.....100,000'
- 6/4 No. 1 Com. & Bet.....100,000'
Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

- 5/4 No. 1 Com. & Bet.....150,000'
Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

- 8/4 No. 2 Com. & Bet.....200,000'
- 6/4 No. 2 Com. & Bet.....100,000'
- 10/4 No. 2 Com. & Bet..... 20,000'
- 12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

- We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move
- 4/4 No. 1 Common200,000'
- 5/4 FAS 40,000'
- 6/4 No. 1 Com. & Bet.....100,000'
- 8/4 No. 1 Com. & Bet..... 50,000'
All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



PEARL RIVER VALLEY

BANDSAWN HARDWOODS



EFFICIENCY

Consumers of Hardwood Lumber depend upon an adequate source of supply for the success of their finished product.

This important Factor can be assured where PEARL RIVER BANDSAWN HARDWOODS are used, as our methods of manufacture, drying and grading make possible a new standard of Cabinet Room Efficiency.

PEARL RIVER VALLEY LUMBER COMPANY

MANUFACTURERS



BANDSAWN HARDWOODS

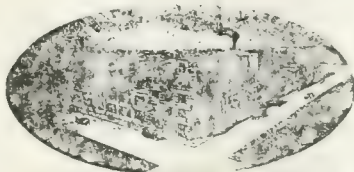
HAMMOND, LA.

Hardwood Record

emi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, SEPTEMBER 25, 1922

Subscription \$2
Vol. LIII, No. 11



P. H. Reddinger Manuf'g. Co.

MANUFACTURERS OF
DINING ROOM TABLES
AND
PEDESTALS

Evansville, Ind. June 25th/21

Baker-Matthews Lumber Co.
Memphis, Tenn.

Gentlemen:

In answer to your letter of
the 17th wish to advise you can rest
assured that we will remember you when
in the market again for lumber, as the
quality of lumber and service given us has
been satisfactory in every way.

You have always given us a
good grade, uniform thickness and good
lengths, so we have no complaints to make

Yours truly,

P. H. REDDINGER MANUFACTURING CO.

PHR:M

Reddinger will come back for more ::

The P. H. Reddinger Manufacturing Company speaks highly of Baker-Matthews lumber and of the service that put it promptly into his yard. They received good grade, uniform thickness and good length and were satisfied.

Hundreds of the better known manufacturers

find in Baker-Matthews a reliable source of supply for their lumber needs.

"High grade products delivered on time and each transaction governed by a policy of fair play"—this is the Baker-Matthews creed.

We can help solve your lumber problems.

BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

Baker-Matthews Lumber

all kinds of Southern Hardwoods and Cypress

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

**Mason-Donaldson
 Lumber Company**
 RHINELANDER, WISCONSIN

Manufacturers of

Northern Hardwoods
PINE, HEMLOCK & TAMARACK

BASSWOOD		6 1/4" No. 1 Com... 85,000'
4 1/4" Sel. & Bet ... 60,000'	6 1/4" No. 3 Com... 120,000'	
4 1/4" No. 1 Com... 70,000'	8 1/4" No. 1 C&B... 150,000'	
4 1/4" No. 2 Com... 90,000'	12 1/4" No. 1 C&B... 10,000'	
4 1/4" No. 3 Com... 115,000'		
5 1/4" No. 2 Com... 2 cars	SOFT MAPLE	
6 1/4" No. 2 & 3 Com. 1 car	4 1/4" No. 2 C&B... 150,000'	
	6 1/4" No. 2 C&B... 55,000'	
SOFT ELM		BIRCH
4 1/4" No. 3 Com... 75,000'	4 1/4" No. 1 C&B... 275,000'	
5 1/4" No. 3 Com... 10,000'	4 1/4" No. 2 Com... 250,000'	
8 1/4" No. 2 C&B... 1 car	4 1/4" No. 3 Com... 225,000'	
10 1/4" No. 1 C&B... 1 car	5 1/4" No. 2 Com... 75,000'	
HARD MAPLE		5 1/4" No. 3 Com... 150,000'
4 1/4" No. 1&2 Com 250,000'	6 1/4" No. 2 Com... 75,000'	
5 1/4" No. 1&2 Com 50,000'	6 1/4" No. 3 Com... 140,000'	

MODERN PLANING MILL IN CONNECTION
YOUR INQUIRIES SOLICITED

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

HARD MAPLE

4/4x3" & Wdr No. 1 Better White.....	75 M
1x6" & Wdr FAS.....	100 M
1x4" & Wdr No. 1 Common.....	500 M
1x4" & Wdr No. 3 Common.....	600 M
5/4x3" & Wdr No. 1 Com & Btr White.....	60 M
5/4x4" & Wdr No. 1 Com & Btr.....	100 M
5/4x4" & Wdr No. 2 Common.....	100 M
5/4x4" & Wdr No. 3 Common.....	300 M
6/4x4" & Wdr No. 1 Com & Btr.....	500 M
6/4x4" & Wdr No. 3 Common.....	200 M
7/4x4" & Wdr No. 2 Com & Btr.....	300 M
8/4x4" & Wdr No. 2 Com & Btr.....	500 M
8/4x4" & Wdr No. 3 Common.....	200 M
10/4x4" & Wdr No. 2 Com & Btr.....	300 M
12/4x4" & Wdr No. 2 Com & Btr.....	275 M
14/4x6" & Wdr FAS.....	20 M
14/4x4" & Wdr No. 2 Com & Btr.....	75 M
16/4x4" & Wdr No. 2 Com & Btr.....	50 M

We specialize in thin Basswood for trunk and other purposes, supplying
stock S1 or 2S to 1/8, 3/16, 1/4, 5/16, 3/8, 7/16, 1/2, etc.

SAWYER GOODMAN

COMPANY

MARINETTE, WIS.

MANUFACTURERS

Announcement

WE have just completed our new band mill at Grenada, Miss., adjacent to 8,000 acres of high grade virgin hardwood timber.

This new mill, operated in connection with our band mill at Memphis, Tenn., will give us a daily production of over 100,000 feet of hardwood lumber.

GAYOSO LUMBER CO.
MEMPHIS, TENNESSEE

MEMPHIS

TENNESSEE



U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

White Ash Special

75 to 100 M
2 1/2 & 3" (about 70% 2 1/2)
1 & 2 Soft Stock

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

QUARTER SAWN SYCAMORE
5/8" No. 2 Com. & Btr. 60,000'
1/4" No. 1 Com. & Btr. 27,000'
5/4" No. 1 Com. & Btr. 75,000'
6/4" No. 1 Com. & Btr. 100,000'

PLAIN SAWN SYCAMORE
5/8" No. 1 Com. & Btr. 100,000'
4/4" No. 1 Com. & Btr. 60,000'
5/4" No. 2 Com. & Btr. 200,000'
6/4" No. 1 Com. & Btr. 150,000'
10/4" No. 2 Com. & Btr. 75,000'

LOCUST
4/4" Log Run 20,000'

HACKBERRY
5/4" Log Run 100,000'

HICKORY
6/4" Log Run 28,000'
8/4" Log Run 150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

C. B. COLBORN SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension Lumber for Manufacturers of

WAGONS AND IMPLEMENTS
BUGGIES AND AUTOS FURNITURE
RAILROAD CAR AND TRACK MATERIAL

*Standard sizes on hand for prompt shipment. Special items
cut to order.*

Office, Dimension Mill and Yard
Belt Line Railroad at McLean Street
Postoffice Box 795

QUARTERED WHITE OAK
1" FAS 100,000'
1" No. 1 Com. & Btr. 100,000'
1" No. 2 Com. & Btr. 100,000'

PLAIN WHITE OAK
1" FAS 100,000'
1" No. 1 Com. & Btr. 100,000'
1" FAS 20,000'
1" No. 1 Common 20,000'
1" FAS 20,000'
1" No. 1 Common 20,000'

SECOND WORMY OAK
1" No. 1 Com. & Btr. 50,000'

WHITE ASH
1" FAS 25,000'
1" No. 1 Common 25,000'

1" No. 1 Common 100,000'
1" No. 2 Common 100,000'

QUARTERED SAP GUM
1" Com. & Btr. 50,000'
1" Com. & Btr. 50,000'
1" Com. & Btr. 100,000'
1" Com. & Btr. 25,000'

QUARTERED RED GUM
1" Com. & Btr. 75,000'
1" Com. & Btr. 25,000'
1" Com. & Btr. 25,000'
1" Com. & Btr. 100,000'

CYPRESS
5/4" FAS 20,000'
1" Sel. & FAS 20,000'
1" Sel. & FAS 20,000'

Brown & Hackney, Inc.

QTD. FIGURED RED GUM
4/4" FAS 54,780'
5/4" FAS 15,070'
6/4" FAS 3,240'
8/4" FAS 7,400'

4/4" No. 1 Com. & S.L. 8,025'
5/4" No. 1 Com. & S.L. 3,693'
6/4" No. 1 Com. & S.L. 2,240'
PLAIN SAWN FIG. RED GUM
1/4" FAS 7,435'

The Frank A. Conkling Co.

QUARTERED WHITE OAK
5/8" Com. & Btr. 4 cars
4/4" FAS 2 cars
4/4" No. 1 Com. & Sel. 4 cars
5/4" Com. & Btr. 4 cars

PLAIN WHITE OAK
5/8" Com. & Btr. 1 car
4/4" Com. & Btr. 5 cars
5/4" No. 1 Com. & Sel. 1 car

PLAIN RED OAK
3/4" Com. & Btr. 2 cars
4/4" Sound Wormy 1 car

QUARTERED RED GUM
4/4" Com. & Btr. 4 cars
5/4" Com. & Btr. 2 cars
8/4" Com. & Btr. 2 cars

QTD. RED GUM, SND.
5/8" Com. & Btr. 3 cars
4/4" Com. & Btr. 3 cars

5/4" FAS 1/2 car
8/4" FAS 2 cars
10/4" Com. & Btr. 2 cars

PLAIN RED GUM
4/4" Com. & Btr. 4 cars
1/4" No. 2 Common 1 car
5/4" Com. & Btr. 2 cars

CYPRESS
4/4" No. 1 Common 1 car
5/4" Shop & Btr. 3 cars
10/4" Sel. & Btr. 2 cars

POPLAR
4/4" FAS 1 car
4/4" Sap & Sel. 1 car
4/4" No. 1 & 2 Com. 2 cars

COTTONWOOD
4/4" Box Bds. 9-17" 1 car
4/4" FAS, 6" & Wdr. 2 cars
4/4" No. 1 & 2 Common 3 cars

Mississippi Valley Hdw. Co.

SALES OFFICE: Memphis, Tenn. BAND MILL: Clarksdale, Miss.
Mississippi Delta Gum—The Best That Grows

CYPRESS
4/4" No. 1 Com. 6-8-10-12" Ran. 3 mos. dry 150,000'
1/4" No. 2 Com. Ran. 3 mos. dry 200,000'

COTTONWOOD
1/4" Box Bds. 9-17" Ran. 6 mos. dry 100,000'

1/4" FAS, 6-17" Ran. 6 mos. dry 150,000'

1/4" No. 1 Com. Ran. 6 mos. dry 150,000'

SAP GUM
8/4" FAS, Ran. 6 mos. dry 70,000'

**Chapman &
Dewey Lumber Company**

HARDWOODS

MEMPHIS

Bennett & Witte

Established 1884

MANUFACTURERS AND DEALERS

Hardwood Lumber

QUARTERED WHITE OAK	5 1/2" No. 1 Common	45,000
5 1/2" No. 1 C. & B.	5 1/2" No. 1 C. & B.	56,000
5 1/2" No. 2 Common	5 1/2" No. 2 Common	12,000
5 1/2" No. 2 C. & B.	5 1/2" No. 2 C. & B.	81,000
PLAIN OAK	1 3/4" 1a & 2a	75,000
1 1/2" 1s & 2s	1 1/2" No. 1 C. & B.	22,600
1 1/2" No. 1 C. & B.	1 1/2" No. 1 C. & B.	105,000
1 1/2" No. 1 C. & B.	1 1/2" No. 1 C. & B.	50,000
QUARTERED RED OAK	CYPRESS	
3 1/4" No. 1 Common	1 1/2" 1s & 2s	45,000
4 1/4" No. 1 Common	1 1/2" Selects	60,000
4 1/4" No. 1 Common	4 1/4" No. 1 Shop	45,000
4 1/4" No. 1 Common	1 1/2" Selects	56,000
4 1/4" No. 1 Common	1 1/2" Selects & Better	140,000

Bellgrade Lumber Company

Two Band Mills: Louise, Miss.; Cary, Miss.
Capacity 25 Million Feet per Annum
Sales Office: MEMPHIS, TENN.

QUARTERED WHITE OAK	6 1/4" No 1 Com. & Bet.	10,000'
1 1/4" No 2 Com. & Bet.	8 1/4" No 1 Com. & Bet.	50,000'
PLAIN WHITE OAK		
1 1/4" No. 1 Common...	4 1/4" No 1 Common...	50,000'
1 1/4" No. 2 Common...	4 1/4" No. 2 Common...	50,000'
PLAIN RED OAK		
1 1/4" 1s. & 2s.	5 1/4" 1s. & 2s.	10,000'
1 1/4" No 1 Common	5 1/4" No 1 Common	12,000'
1 1/4" No 2 Common		
	COTTONWOOD	
	4 1/4" BB	12,000'
	1 1/4" 1s. & 2s.	25,000'
PLAIN RED GUM		
3/4" No. 1 Com. & Bet.	4 1/4" No. 1 Common...	50,000'
4 1/4" No. 1 Common...	4 1/4" No. 2 Common...	50,000'
QUARTERED RED GUM		
4 1/4" 1s. & 2s.	4 1/4" No 2 Com. & Bet.	25,000'
4 1/4" No. 1 Common...	8 1/4" No 2 Com. & Bet.	30,000'
6 1/4" No 1 Com. & Bet.	10 1/4" No 2 Com. & Bet.	20,000'
QUARTERED SAP GUM		
4 1/4" No 1 Com. & Bet.	8 1/4" No 2 Com. & Bet.	15,000'
	ASH	
	8 1/4" No 2 Com. & Bet.	15,000'

Geo. C. Ehemann & Company

Office: Bank of Commerce and Trust Building

WHITE AS 1		12 1/4" Com & Bt	80,000'
1x10" up 1s & 2s	15,000'	1 1/4" No. 1 Common	25,000'
5/4x10" up 1s & 2s.....	5,600'	5 1/4" No. 1 Common	60,000'
6 1/4x10" up 1s & 2s	3,000'	6 1/4" No. 1 Common	50,000'
8 1/4x10" up 1s & 2s	17,000'	8 1/4" No. 1 Common	50,000'
1" 1s & 2s	35,000'	10 1/4" No. 1 Common	15,000'
5 1/4" 1s & 2s	100,000'	12 1/4" No. 1 Common	14,000'
6 1/4" 1s & 2s	18,000'	4 1/4" No. 2 Common	50,000'
8 1/4" 1s & 2s	10,000'	5 1/4" No. 2 Common	35,000'
10 1/4" Com & Bt	50,000'	8 1/4" No. 2 Common	60,000'
		12 1/4" No. 2 Common	18,000'

Thompson-Katz Lbr. Co.

CHAS. A. COURTNEY

SOUTHERN LUMBER

Mills and Yards, 15 Years, Sulligent, Ala., Gattman, Miss.

Kindly let us have your hardwood requirements. We give prompt service and satisfactory grades. We specialize on B&Btr. smoke dried pine. Let us have your inquiries for this also.

4/3"	FAS	19,000'	4/4"	No. 1 Common	95,000'
4/4"	No. 1 Common	24,000'	5/4"	No. 1 Common	39,000'
4/4"	No. 2 Common	16,500'	6/4"	No. 1 Common	17,700'
5/4"	FAS	53,600'	TENNESSEE RED CEDAR		
5/4"	No. 1 Common	57,000'	4/4"	No. 1 Com. & Btr.	90,000'
6/4"	No. 1 Common	57,000'	PLAIN WHITE OAK		
6/4"	FAS	14,900'	4/4"	No. 1 Common	23,000'
6 1/2"	No. 1 Common	80,000'	4/1"	No. 1 Common	53,000'
8 3/4"	No. 1 Com. & Btr.	155,000'	6/4"	No. 1 Common	52,000'
10 4"	No. 1 Com. & Btr.	12,000'	8 1/4"	FAS	17,000'
12 3/4"	No. 1 Com. & Btr.	22,500'	8 3/4"	No. 1 Common	31,000'
CYPRESS			PLAIN RED OAK		
4/3"	FAS	78,000'	4/4"	FAS	21,000'
4/3"	Select	64,800'	4/1"	No. 1 Common	13,000'
4 1/2"	No. 1 Shop	72,400'	5/3"	No. 1 Common	65,000'
4 3/4"	FAS	17,000'	5/4"	No. 1 Common	75,000'
4 1/4"	Select	27,600'	8 1/4"	FAS	28,000'
5 1/4"	No. 1 Shop	32,400'	8 3/4"	No. 1 Common	31,000'
5 3/4"	FAS	52,700'	QUARTERED WHITE OAK		
8 3/4"	Select	46,400'	4/4"	Clear Strips	22,000'
POPLAR			4/3"	No. 1 Common	38,000'
4 1/4"	FAS	15,000'	5 1/4"	No. 1 Common	48,000'
4 3/4"	FAS, S&D	22,000'	8/4"	FAS	11,000'
			6/4"	No. 1 Common	11,000'

Welsh Lumber Company

WHITE ASH		PLAIN RED GUM	
5 1/4" FAS	35.000'	4 3/4" FAS	34.000'
5 1/4" No. 1 Common	26.000'	4 3/4" No. 1 Common	100.000'
5 1/4" No. 2 Common	30.000'	5 1/4" FAS	10.000'
COTTONWOOD		5 1/4" No. 1 Common	16.000'
4 1/4" FAS	250.000'	6 1/4" No. 1 Common	15.000'
5 1/4" FAS	60.000'	8 1/4" No. 1 Common	30.000'
6 1/4" FAS	50.000'		
4 1/4" Box Bds. 12"	15.000'	QUARTERED RED GUM	
PLAIN SAP GUM		4 3/4" FAS	15.000'
5 7/8" FAS	45.000'	4 3/4" No. 1 Common	17.000'
5 1/4" FAS	20.000'	5 1/4" No. 1 Com. & Btr.	17.000'
4 3/4" No. 1 Common	80.000'	6 1/4" No. 1 Com. & Btr.	35.000'
4 1/4" FAS	150.000'		
4 1/4" No. 1 Common	50.000'	PLAIN WHITE OAK	
4 1/4" No. 2 Common	200.000'	4 3/4" FAS	20.000'
5 1/4" FAS	150.000'	4 3/4" No. 1 Common	50.000'
3 3/4" No. 2 Common	100.000'	5 1/4" No. 1 Common	100.000'
QUARTERED SAP GUM		5 3/4" No. 2 Common	15.000'
1 1/4" No. 1 Common	11.000'	QUARTERED WHITE OAK	
5 1/4" No. 1 Com. & Btr.	80.000'	5 1/4" FAS	40.000'
6 1/4" No. 1 Com. & Btr.	100.000'	5 1/4" No. 1 Common	70.000'

Grismore-Hyman Company

WHITE ASH

5 1/4"	FAS.	10"	up	1 car	10 1/3"	No. 1	Com. & Btr.	2 cars
5 1/4"	FAS.	10"	up	1 car	12 1/2"	No. 1	Com. & Btr.	3 cars
5 6/11"	FAS.	10"	up	1 car	16 1/2"	No. 1	Common	1 car
8 1/4"	FAS.	10"	up	1 car	4 1/4"	No. 1	Common	1 car
5 1/4"	FAS.	Regular		1 car	5 1/4"	No. 1	Common	1 car
5 1/4"	FAS.	Regular		2 cars	6 1/4"	No. 1	Common	3 cars
5 1/4"	FAS.	Regular		2 cars	8 1/4"	No. 2	Common	2 cars
8 1/4"	FAS.	Regular		2 cars	4 1/4"	No. 2	Common	1 car
4 1/4"	No. 1	Com. & Btr.		2 cars	5 1/4"	No. 2	Common	1 car
5 1/4"	No. 1	Com. & Btr.		2 cars	6 1/4"	No. 2	Common	1 car
5 1/4"	No. 1	Com. & Btr.		2 cars	8 1/4"	No. 2	Common	1 car

White Ash Our Specialty

John M. Woods Lbr. Co.

HARDWOODS

MEMPHIS

PLAIN WHITE OAK	
1/2" FAS	136,000'
3/4" FAS	158,000'
1" FAS	69,000'
1 1/4" FAS	31,000'
1 1/2" FAS	59,000'
5/8" No. 1 Common	31,000'
1 1/4" No. 1 Common	97,000'
1 1/2" No. 2 Common	63,000'
1 1/2" Log Run	239,000'
1 3/4" Log Run	169,000'
5/4" Log Run	43,000'
PLAIN RED OAK	
3/8" FAS	67,000'
1/2" FAS	79,000'
3/4" FAS	46,000'
1" No. 1 Common	35,000'
1 1/4" No. 1 Common	51,000'
QUARTERED WHITE OAK	
5/8" FAS	54,000'
3/4" FAS	68,000'
1 1/4" FAS	205,000'
1 1/2" FAS	42,000'
6/8" No. 1 Common	65,000'
4/4" No. 1 Common	61,000'
5/4" No. 1 Common	41,000'
8/4" No. 1 Common	71,000'
5/8" No. 2 Common	34,000'
4/4" No. 2 Common	77,000'
4/4" Clr. Strips, 3-5 1/4"	123,000'
QUARTERED RED GUM	
6/4" FAS	46,000'
4/4" No. 1 Common	41,000'
PLAIN RED GUM	
5/8" FAS	62,000'

Panola Lumber & Mfg. Co.
Bank of Commerce Bldg., Memphis, Tenn.

ELM	
10 1/4" Log Run	150,000'
MAPLE	
12 1/4" Log Run	15,000'
8 1/4" Log Run	75,000'
FIGURED RED GUM	
4 1/4" FAS	17,000'
4 1/4" No. 1 Common	48,000'
5 1/4" FAS	18,000'
5 1/4" No. 1 Common	16,000'
6 1/4" FAS	6,000'
8 1/4" FAS	4,000'
POPLAR	
8 1/4" FAS, SND	11,000'
QUARTERED RED OAK	
4 1/4" No. 1 Common	63,000'
ASH	
16 1/4" Com. & Btr.	23,000'
12 1/4" FAS	15,000'
8 1/4" No. 1 Common	75,000'
5 1/4" No. 1 Common	18,000'
5 1/4" No. 2 Common	25,000'
4 1/4" No. 1 Common	8,000'
4 1/4" No. 2 Common	30,000'
4 1/4" No. 3 Common	23,000'
5 1/8" FAS	2,000'
TUPELO	
4 1/4" Box Bds., 13-17"	8,000'
4 1/4" Box Bds., 9-12"	40,000'
4 1/4" FAS	50,000'
QTD. RED GUM, SND.	
5 1/4" No. 1 Common	46,000'
8 1/4" Com. & Btr.	100,000'
12 1/4" Com. & Btr.	15,000'

Memphis Band Mill Co.

Walter N. Kelley Company

Manufacturers and Wholesalers

of

**NORTHERN and SOUTHERN
HARDWOOD LUMBER**

White Ash, Gum and Elm Our Specialty

General Office: 819 Book Building, Detroit, Mich.

Memphis Office: 412 Randolph Building

COTTONWOOD	
4 1/4" FAS	2 cars
4 1/4" No. 1 Common	3 cars
4 1/4" No. 2 Common	2 cars
QTD. RED GUM	
4 1/4" No. 1 Common	1 car
8 1/4" Com. & Btr.	5 cars
PLAIN RED GUM	
4 1/4" FAS	2 cars
1 1/4" No. 1 Common	5 cars
5 1/4" No. 1 Common	2 cars
QTD. SAP GUM	
1 1/4" Com. & Btr.	6 cars
8 1/4" Com. & Btr.	5 cars
PLAIN SAP GUM	
1 1/4" FAS	4 cars
5 1/4" FAS	3 cars
8 1/4" FAS	1 car
CYPRESS	
4 1/4" No. 1 Common	6 cars
5 1/4" No. 1 Common	3 cars
8 1/4" No. 1 Common	1 car
4 1/4" No. 2 Common	1 car
PLAIN RED OAK	
4 1/4" FAS	2 cars
4 1/4" No. 1 Common	5 cars
4 1/4" No. 2 Common	3 cars
5 1/4" Com. & Btr.	1 car
PLAIN WHITE OAK	
1 1/4" FAS	1 car
4 1/4" No. 1 Common	3 cars
4 1/4" No. 2 Common	2 cars

Johnson Bros. Hdwd. Co.

PLAIN WHITE OAK	
4 1/4" FAS	26,000'
4 1/4" No. 1 Common	24,000'
BRIDGE PLANK	
8 1/4" No. 1 Common	92,000'
PLAIN RED OAK	
4 1/4" No. 1 Common	31,000'
4 1/4" No. 2 Common	19,000'
4 1/4" No. 3 Common	37,000'
MIXED RED AND WHITE OAK	
4 1/4" Sound Wormy	21,000'
4 1/4" No. 2 Common	15,000'
QUARTERED RED GUM	
4 1/4" FAS	39,000'
5 1/4" FAS	59,000'
8 1/4" FAS	86,000'
1 1/4" No. 1 Common	159,000'
5 1/4" No. 1 Common	151,000'
8 1/4" No. 1 Common	63,000'
PLAIN RED GUM	
5 1/8" FAS	32,000'
4 1/4" FAS	91,000'
5 1/8" No. 1 Common	35,000'
4 1/4" No. 1 Common	156,000'
PLAIN SAP GUM	
4 1/4" No. 2 Common	43,000'
PLAIN SAP GUM	
5 1/8" FAS	27,000'
4 1/4" FAS	107,000'
4 1/4" FAS B. B. 9-12"	131,000'
4 1/4" FAS B. B. 13-17"	46,000'
3 1/4" No. 1 Common	29,600'
4 1/4" No. 1 Common	213,000'
4 1/4" No. 2 Common	169,000'
5 1/4" No. 2 Common	61,000'
8 1/4" No. 2 Common	31,000'
4 1/4" No. 3 Common	18,000'
4 1/4" No. 3 Common	75,000'
QUARTERED SAP GUM	
5 1/4" FAS	77,000'
6 1/4" FAS	17,000'
ELM	
5 1/8" Nos. 2 & 3 Com.	23,000'
6 1/4" Log Run	27,000'
CYPRESS	
4 1/4" Log Run	20,000'

Kellogg Lumber Company

ASH	
4 1/4" Log Run	91,000'
8 1/4" Log Run	71,000'
10 1/4" Log Run	142,000'
12 1/4" Log Run	39,000'
4 1/4" No. 2 Common	118,000'
QUARTERED WHITE OAK	
1 1/2" FAS	12,000'
3 1/4" FAS	11,000'
4 1/4" FAS	20,000'
1 1/2" No. 1 Common	21,000'
3 1/4" No. 1 Common	37,000'
4 1/4" No. 1 Common	175,000'
5 1/4" No. 1 Common	15,000'
6 1/4" No. 1 Common	18,000'
8 1/4" No. 1 Common	29,000'
QUARTERED RED OAK	
1 1/4" FAS	20,000'
PLAIN WHITE OAK	
3 1/4" No. 1 Common	13,000'
4 1/4" No. 1 Common	126,000'
PLAIN RED OAK	
8 1/4" FAS	21,000'
4 1/4" FAS	15,000'
4 1/4" No. 1 Common	22,000'
8 1/4" No. 1 Common	136,000'
PLAIN RED OAK	
8 1/4" FAS	18,000'
4 1/4" FAS	22,000'
8 1/4" FAS	12,000'
3 1/4" No. 1 & No. 2 C.	116,000'
4 1/4" No. 1 Common	132,000'
5 1/4" No. 1 Common	50,000'
6 1/4" No. 1 Common	22,000'
4 1/4" No. 2 Common	116,000'
6 1/4" No. 2 Common	17,000'

Stimson Veneer & Lbr. Co.
INCORPORATED

ASH	
10 1/4" Com. & Btr.	200,000'
12 1/4" Com. & Btr.	100,000'
MAPLE	
10 1/4" No. 2 Com. & Btr.	100,000'
12 1/4" No. 2 Com. & Btr.	15,000'
QUARTERED BLACK GUM	
4 1/4" Com. & Btr.	80,000'
QUARTERED RED GUM	
5 1/4" Com. & Btr.	60,000'
6 1/4" Com. & Btr.	100,000'
8 1/4" Com. & Btr.	100,000'
10 1/4" Common	12,000'
12 1/4" Common	12,000'
QTD. RED GUM, SND.	
5 1/4" Com. & Btr.	35,000'
12 1/4" Com. & Btr.	15,000'
PLAIN SAP GUM	
5 1/4" Com. & Btr.	50,000'
PLAIN RED OAK	
5 1/4" No. 1 Common	100,000'
5 1/4" No. 2 Common	70,000'
6 1/4" No. 2 Common	50,000'
8 1/4" No. 1 Common	90,000'
SOUND WORMY OAK	
4 1/4" FAS	30,000'
5 1/4" FAS	100,000'
8 1/4" Red	60,000'
8 1/4" White	75,000'
QUARTERED WHITE OAK	
3 1/4" No. 2 Com. & Btr.	75,000'
1 1/4" No. 2 Com. & Btr.	200,000'
5 1/4" No. 2 Com. & Btr.	100,000'
6 1/4" No. 2 Com. & Btr.	150,000'
8 1/4" No. 2 Com. & Btr.	150,000'

MAY BROTHERS

ASH	
1 1/4" to 12 1/4" No. 3 Com. & Btr.	
CYPRESS	
4 1/4" Sel. & Btr.	
6 1/4" Sel. & Btr.	
8 1/4" Sel. & Btr.	
RED GUM	
8 1/4" No. 1 Common	
8 1/4" No. 2 Common	
8 1/4" FAS	
SAP GUM	
4 1/4" FAS	
1 1/4" No. 1 Common	
1 1/4" FAS	
WHITE OAK	
4 1/4" FAS	
4 1/4" No. 1 Common	
4 1/4" No. 2 Common	
RED OAK	
4 1/4" FAS	
4 1/4" No. 1 Common	
4 1/4" No. 2 Common	
4 1/4" No. 1 Com. & Btr.	
MAPLE	
8 1/4" Log Run	
ELM	
8 1/4" Log Run	

Ersine Williams Lbr. Co.

HARDWOODS

The Southwest-America's Last Great Hardwood Stand

MISSISSIPPI

Houston Brothers

FOR HARDWOOD AND CYPRESS LUMBER
All Kinds, Grades and Dimensions. We Have What You
Want—Write Us

VICKSBURG

Eastman-Gardiner Hdwd. Co

ALL KINDS OF PRIME HARDWOOD
QUALITY AND SERVICE

AUREL

New Deemer Mfg. Company

INCORPORATED
Manufacturers of
SOUTHERN HARDWOODS

DEEMER

Faust Brothers Lumber Co.

WRITE US
IF YOU WANT THE BEST HARDWOODS

JACKSON

H. L. White Lumber Co.

ROTARY CUT VENEERS, OAK & CYPRESS LUMBER
Write Us

COLUMBIA

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Over \$600,000,000 in Ratings

AMONG BUYERS AND USERS OF HARDWOODS

WRITE FOR QUOTATION

Only Two Spaces Left

Bradley Lumber Company

Southern Hardwoods, Oak Timbers, Red & Yellow Cypress

ADDRESS SALES OFFICE, MEMPHIS, TENN.

GREENWOOD



Anything in northern hardwoods, pine and hemlock. Look over the following specials.

SOFT ELM

4/4	No. 2 Com. & Bet.....	2 cars
8/4	No. 1 Com. & Bet.....	4 cars
10/4	No. 1 Com. & Bet.....	3 cars

HARD MAPLE

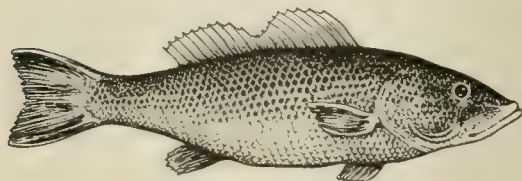
8/4	No. 2 Com. & Bet.....	4 cars
10/4	No. 2 Com. & Bet.....	2 cars
12/4	No. 1 Com. & Bet.....	2 cars

BIRCH

4/4	No. 2 Com. & Bet.....	3 cars
5/4	No. 2 Com. & Bet.....	2 cars
8/4	Selects & Better.....	2 cars
12/4	No. 1 & Better.....	2 cars

Our pine runs to exceptionally good widths and lengths, is thoroughly dry. Can be milled.

OUR thoroughly assorted stock of birch 4/4" and up is thoroughly seasoned and well assorted for widths and lengths. As one means of eliminating lumber worries for 1922, get in touch with our organization. A 100,000,000 feet annual capacity, complete planing mill facilities and unusual arrangements for cutting special stock in hardwood and hemlock make a strong combination for any buyer.



buy from fish

BRANCH OFFICE: CHICAGO

CHARLES W. FISH LUMBER CO., ELCHO, WIS.

"HOOSIER HAVE MADE

DRY HARDWOODS

Quartered White Oak

20,000 Feet
5/8" . . . No. 2 Common and Better
125,000 Feet
4/4" . . . No. 1 and No. 2 Common
23,000 Feet
4/4" Clear Strips
12,000 Feet
4/4" Select, 6" and up wide
21,000 Feet
5/4" . . . No. 2 Common and Better

All band sawn, edged, trimmed lumber.
The 5/4" is very fine extra wide stock, containing the full product of a lot of large logs

J. T. KITCHEN LUMBER CO.
COLUMBUS, INDIANA

All Our Logs Are Like These

These fine white oak logs grew five miles from our mill. Plenty more just like them



Straight or Mixed Carlots

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, etc.

Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana Quartered Red and White OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

Evansville Band Mill Co.

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

Pierson-Hollowell Lumber Co.

Manufacturers and Wholesalers
HARDWOOD LUMBER

Write for our prices on

WALNUT

Also get our prices on
**OAK, WHITE ASH, BEECH
MAPLE, SOFT ELM, POPLAR**
And other hardwoods

Pierson-Hollowell Lumber Co.

507-508 Lemcke Bldg., Indianapolis, Indiana

BAND MILL AT DANVILLE, ILLINOIS

INDIANA HARDWOODS

HARDWOODS HISTORY

SOUTHERN ELM

5/8 No. 2 C&B. 50M 6/4 No. 2 C&B. 30M
4/4 No. 2 C&B. 100M 8/4 No. 2 C&B. 50M
5/4 No. 2 C&B. 60M 10/4 No. 2 C&B. 50M
12/4 No. 2 C&B. 75M

All band sawed, edged and trimmed lumber. It's been on sticks for eight months or longer and is in fine shipping shape. Lengths are good, running 40% or more 14 and 16' and the widths are fine. Prompt shipment can be made from Dyersburg, Tenn.

NORTH VERNON LUMBER MILLS
NORTH VERNON, INDIANA

Eisaman-Richer Lumber Co.

PERU, INDIANA

Specializing in

**Indiana
Black Walnut**

Situated in the heart of Indiana, where are still grown the finest hardwoods in the country, our mills at Peru and Kokomo produce "Hoosier Hardwoods" exclusively. Inquiries solicited on heavy Oak, Ash, Hard Maple, Elm, Beech and Sycamore.



OUR
Indiana White Oak
is just as good as ever

The tree producing these five white oak logs, cut within five miles of our mill, contained 5000 feet of high grade oak lumber. This is not exceptional with us, as we are running steadily on Indiana timber of equally fine character.

CHARLES H. BARNABY

Mfr. of Band Sawed Hardwood Lumber and Veneers

GREENCASTLE, INDIANA

ASH TOUGH INDIANA STOCK

4/4" 1s&2s	15,000 ft.
8/4" No. 1 Common & Better	26,000 ft.
8/4" No. 1 Com. & Better, 10" and up	7,000 ft.
10/4" No. 1 Common & Better	57,000 ft.
12/4" No. 1 Common & Better	50,000 ft.
16/4" No. 1 Common & Better	9,000 ft.
4/4" No. 1 Common	29,000 ft.
5/4" No. 1 Common	19,000 ft.
4/4" No. 2 Common	20,000 ft.
5/4" No. 2 Common	11,000 ft.
6/4" No. 2 Common	28,000 ft.
12/4" No. 2 Common	10,000 ft.

ALL BAND SAWN—WELL MANUFACTURED—
DRY—EXCELLENT WIDTHS AND LENGTHS

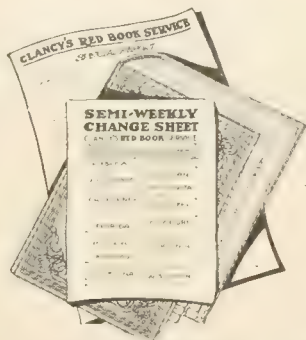
This Lumber Is Ready for Prompt Shipment

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1x4" Sap Strips.....	32,000'	10/4" No. 1 Common....	50,000'
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Stock List -- July, 1922

QUARTERED WHITE OAK

4/4" FAS	39,300'
4/4" No. 1 Common & Selects	190,200'
4/4"—2 1/2" to 5 1/2" Strips	18,400'
3/4" No. 1 Common & Better	16,000'
4/4" No. 2 Common & Better	8,500'

PLAIN WHITE OAK

4/4" FAS	18,000'
4/4" No. 1 Common & Selects	195,000'

PLAIN RED OAK

4/4" FAS	21,100'
4/4" No. 1 Common & Selects	149,000'

PLAIN GUM AND MAPLE

5/8" Log Run	64,500'
--------------	---------

PLAIN BEECH

5/8" Log Run.....	67,000'	4/4" No. 2 Com. & Btr.	4,000'
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6/4" Log Run.....	4,000'
-------------------	--------

QUARTERED RED GUM

4/4" No. 1 Common & Better (Sap No Defect)	65,370'
--	---------

PLAIN ASH

4/4" No. 2 Common & Better	3,500'
----------------------------	--------

8/4" No. 2 Common & Better	2,000'
----------------------------	--------

PLAIN ELM

8/4" No. 2 Common & Better	15,000'
----------------------------	---------

PLAIN POPLAR

5/4" FAS (Sap No Defect)	14,600'
--------------------------	---------

5/4" FAS (Sap No Defect)	5,200'
--------------------------	--------

4/4" FAS (Sap No Defect)	8,400'
--------------------------	--------

4/4" FAS (18" & Wider)	8,000'
------------------------	--------

4/4" No. 1 Common & Selects	27,000'
-----------------------------	---------

4/4" No. 2 & No. 3 Common	31,500'
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PLAIN BLACK WALNUT

4/4" No. 2 Common & Better	27,000'
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4-4 Saps & Selects	1 car
4-4 No. 1 Com.	2 cars
4-4 No. 1 Com. 12 in. and up wide	1 car
5-4 No. 2 Com. A	5 cars
5-4 No. 2 Com. B	7 cars
8-4 No. 2 Com. B	15 cars

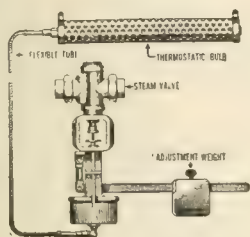
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4/4 No. 1 Com.	Qtd. White Oak
4/4 No. 2 Com.	Poplar
4/4 No. 1 Com.	Poplar
6/4 No. 1 Com.	Walnut
8/4 No. 1 Com.	Walnut

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4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Common..	75,000'

QUARTERED RED GUM

4/4" 1s & 2s.....	30,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	12,000'
5/4" No. 1 Common..	25,000'
5/4" 1s & 2s.....	21,000'
6/4" No. 1 Common..	5,000'
8/4" 1s & 2s.....	25,000'
8/4" No. 1 Common..	25,000'
10/4" No. 1 C. & B..	40,000'
12/4" No. 1 C. & B..	9,000'

QUARTERED SAP GUM

5/8" 1s & 2s.....	25,000'
5/8" No. 1 Common..	15,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
5/4" 1s & 2s.....	25,000'
5/4" No. 1 Common..	25,000'

SOFT ELM

6/4" Log Run	25,000'
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PLAIN SAP GUM

3/4" No. 1 Common..	25,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
1x13-17" Box Bds....	100,000'
1x9-10" Box Bds....	100,000'
5/4" 1s & 2s.....	100,000'
5/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	200,000'
6/4" 1s & 2s.....	25,000'
6/4" No. 1 Common..	50,000'

PLAIN RED OAK

3/4" 1s & 2s.....	30,000'
8/4" No. 1 Common..	100,000'
4/4" 1s & 2s.....	100,000'
4/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	100,000'
4/4" No. 3 Common..	200,000'
5/4" 1s & 2s.....	15,000'
6/4" No. 1 C. & B..	10,000'
6/4" No. 1 C. & B..	10,000'

QUARTERED RED OAK

4/4" No. 1 Common..	15,000'
4/4" No. 2 Common..	15,000'

QUARTERED WHITE OAK

4/4" No. 1 Common..	17,000'
4/4" No. 2 Common..	15,000'

PLAIN WHITE OAK

3/4" No. 1 Common..	40,000'
4/4" 1s & 2s.....	15,000'
4/4" No. 1 Common..	15,000'
4/4" No. 2 Common..	15,000'
5/8" No. 3 Common..	25,000'

WILLOW

4/4" 1s & 2s.....	50,000'
4/4" No. 1 Common..	100,000'
4/4" No. 2 Common..	25,000'
5/4" 1s & 2s.....	35,000'
5/4" No. 1 Common..	50,000'
5/4" No. 2 Common..	75,000'
6/4" 1s & 2s.....	75,000'
6/4" No. 1 Common..	75,000'
6/4" No. 2 Common..	25,000'
8/4" 1s & 2s.....	15,000'
8/4" No. 1 Common..	20,000'
8/4" No. 2 Common..	30,000'

QUARTERED TUPELO

4/4" 1s & 2s.....	35,000'
4/4" No. 1 Common..	20,000'

PLAIN TUPELO

4/4" 1s & 2s.....	30,000'
4/4" No. 1 Common..	50,000'
5/4" 1s & 2s.....	35,000'
5/4" No. 1 Common..	17,000'
6/4" 1s & 2s.....	35,000'

6/4" No. 1 Common..	40,000'
6/4" No. 2 Common..	17,000'

COTTONWOOD

4/4" 1s & 2s.....	100,000'
1x13-17" Box Bds....	50,000'
4/4" No. 1 Common..	200,000'
5/4" 1s & 2s.....	50,000'
5/4" No. 1 Common..	25,000'
6/4" 1s & 2s.....	30,000'
6/4" No. 1 Common..	100,000'
6/4" No. 2 Common..	150,000'

ASH

4/4" No. 1 C. & B....	5 cars
5/4" No. 1 C. & B....	3 cars
5/4" No. 1 C. & B....	3 cars
10/4" No. 1 C. & B....	2 cars
3" No. 1 C. & B....	1 car

CYPRESS

1" 1s & 2s.....	3 cars
5/4" 1s & 2s.....	1 car
8/4" 1s & 2s.....	1 car
1" Select	3 cars
1" No. 1 Shop.....	5 cars
5/4" Select	1 car
5/4" No. 1 Shop.....	1 car
6/4" Select	1 car
6/4" No. 1 Shop.....	1 car
4/4" No. 1 Common..	5 cars
4/4" No. 2 Common..	5 cars
4/4" Pecky	1 car

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Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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Vol. LIII

CHICAGO, SEPTEMBER 25, 1922

No. 11

Review and Outlook

General Market Conditions

IT IS USELESS to approach an analysis of the hardwood situation as of the current date without squarely facing the fact that it is not so much a matter of sales as of transportation, and that transportation is in genuinely serious shape. Following the trails of events, no matter how devious the courses pursued nor how alluring may be the outlook from the heights attained, one inevitably winds up with the present unsurmountable barrier, transportation, which, while more serious in some places than others, has become the leading point of discussion and speculation the country over.

A news letter coming from a territory important in production as well as consumption of hardwoods in the North, expresses belief that the transportation bugaboo this year is nothing more than the annual scare incident to heavy withdrawal of rolling stock for grain movements. Such, however, would seem in view of all circumstances, to be a rather mild way of viewing the tie-up, because during the past several months quite unusual circumstances have contributed vastly to that crippling effect which grain and cotton movements always exercise at this season of the year. The first of these contributing causes was the coal situation. This had its effect in various ways. The railroads either under this as a pretext or otherwise, considerably disorganized transportation forces on the plea that coal was impossible to get. Beyond that the coal strikes did not seriously militate against transportation efficiency until those strikes were settled. When that important event transpired there was immediate demand for coal cars from all over the country, and while this extremely heavy withdrawal does not seriously effect the outbound movement of finished lumber, it has made it totally impossible to move logs in some sections and very difficult in others, coal cars being largely used for log movement. This influence is strongly at work at the present time, and for the next month or two it will result in greatly cutting down inbound movements of logs, and thus operate against hardwood production principally in the South. While the Interstate Commerce Commission has somewhat modified its priority order governing coal car movements to the extent that coal cars may be used to but not beyond coal shipping points, this mandate will not effect any material improvement.

It is futile to ignore the railroad strike as one serious and very important reason why the transportation machinery is not moving in altogether well-oiled fashion. This unfortunate and ill-advised

tie-up placed both locomotives and cars under a tremendous strain, and while the railroads at large had, of course, accumulated considerable reserves principally of locomotives, the dearth of expert mechanics made it impossible for them to keep up with bad order jobs. As a result so many cars and locomotives have been withdrawn from immediate service as to have substantially reduced available equipment.

The second effect of the strike, the more or less demoralization which resulted, vastly slowed up freight movement in many important directions, causing the enforced use of thousands and thousands of freight cars for storage facilities. Under ordinary circumstances these cars would have cleared through important metropolitan terminals and been released for reloading weeks, and, in some cases, months before such processes have been effected this year. With the roads coming into the grain and cotton movement period with this discouraging background, it is hardly a wonder that the freight movement of hardwoods will probably be restricted twenty-five to thirty-five per cent.

The above is a comparatively conservative picture of what is now transpiring. The condition is at present considerably more serious in the South than in the North, but there is little reason to hope that the North will escape without considerably more than the ordinary grain tie-up common to this time of the year.

The question, of course, is what may be the outcome? This is a matter subject to considerable speculation. It depends principally upon how quickly the railroads can re-organize their repair forces and release present bad order cars; how speedily the coal car movement may be completed, and how expeditiously the roads can so re-organize their general functions as to accomplish a comparative clearing up of the alarming congestions which have developed at many important points. Surely no material betterment can be looked for prior to thirty days, and it is hardly likely that a real change for the better will be brought about before practically the end of the year.

Substantial volumes of business have been placed over the past month looking to a full protection on raw material requirements. It has been intimated that such active buying will not carry further because the car shortage scare has proven to be not serious. If there existed fifteen to thirty days ago a threat of sufficiently extensive tie-up in transportation to warrant hardwood purchases then, it certainly is true that nothing has since transpired except the formal settlement of the strike, that plainly promises early release of the transportation tie-up. Thus where lumber can be purchased

under assured delivery, particularly if there is liable to develop any urgent demand for full yard stock at consuming points, it will certainly be the part of wisdom to make such purchases.

Aside from this, the main point of focus of most industrial executives, there is no other alarming cloud on the horizon. In fact, in the matter of sales and, apparently, demand the situation might truly be termed good. It is at present a not uncommon thing to see southern hardwood shippers booking ten times as many orders as cars in which to ship them. To illustrate, during the past thirty days one Memphis shipper of good repute booked orders for slightly over one hundred cars of hardwoods, and during the same period received at his shipping but seven cars in which to load this lumber for outbound movement. Orders, according to most accounts, are almost plentiful, and while a multitude of disturbing factors has caused considerable fluctuation in prices, both up and down, the general tendency seems to be toward some strengthening. As a whole the hardwood trade is not complaining over anything but its shipments of lumber. Unless demand is of sufficient magnitude and shipments so restricted that buyers bid against one another for such cars as do go through, it is not likely that there will be any "runaway market." While this undesirable result is hardly likely to materialize, it may be expected that hardwoods will go through winter and spring on a comparatively strong basis of prices, reflecting as the months go by a greater tendency towards stabilization with less spread between grades.

Why the Illinois Central Is Efficient

A PHYSICIAN attempting to diagnose the condition of a patient inquires as to the symptoms. This method may be applied to a railroad as well as to a human system. It so happens that this discourse has to do with a symptom manifested by a railroad system—the Illinois Central—by which we may explain why this system, during the present period of car shortage and rail congestion in the Southern hardwood territory, is maintaining a quality of service and efficiency remarkable in contrast with the virtual breakdown of the service of other railroads operating in that territory.

The following is, we believe, the sign and symbol of the Illinois Central's superior efficiency: Recently there was placed in the shops of the company at Memphis a new and complicated machine. It happened that a young man, little more than a boy, was put to operating this machine. In spite of the complexity of its operation this young fellow soon learned to handle the machine with remarkable skill and speed. His success with the machine attracted the attention of his foreman, who in turn called it to the attention of "Col." Egan, superintendent of the Southern Division. When a short time after that Mr. Markham, president of the company, happened to be in Memphis, Col. Egan told him about this boy. President Markham's interest was immediately excited and he asked to be taken out to the shops to meet the young mechanic. The division superintendent and the president of the road repaired to the shops, where they watched the prodigy go through his paces.

Mr. Markham was pleased and took the trouble to shake hands with the young mechanic and tell him so. Subsequent to this visit the shopmen went out on strike and this boy with them, but he was out only a day or two before he returned to his machine. Very much surprised at this his foreman wanted to know why he had come back. The youth explained that he couldn't quit an organization whose president, a busy man of large affairs, could take the time to visit and commend one of the humble mechanics in his organization.

This incident is evidence that the highest officials of the Illinois Central system maintain an intimate and close contact with their vast organization and that no detail of it is too small to warrant their interest. It no doubt is symptomatic of a policy which enables the Illinois Central to surpass many of its competitors in the quality of the service it is able to render under the most trying circumstances. It is hardly necessary to further develop the moral of this tale.

The Question of a Runaway Market

FROM A RECENT NATIONWIDE SURVEY of conditions in the lumber industry, made by the National Lumber Manufacturers' Association, the conclusion is drawn that there is no strong probability of a runaway market in the near future. Letters received in this connection from spokesmen of the principal lumber producing groups, expressed the opposition of the manufacturers to ballooning prices and as well their intention to do all, in the way of increased production, that can be done to forestall such an eventuality. However, this is as far as the manufacturers or any one else could go under any circumstances, because runaway markets are not subject to human control. The runaway market of 1920 and 1921 was the result of a combination of circumstances that could not have been prevented; that is, first, the World War and America's part in it, reducing the output and accumulation of lumber and commodities made of wood, then the sudden and tremendous revival of demand, an era of exceptionally high wages and exceptional earnings, together with weather, transportation and other conditions which conduced to lowered production of lumber. Because these same circumstances, in like or similar degree, are not likely to be duplicated, we are not likely to have a runaway lumber market during the next year. But as demand develops and shortage of lumber occurs "there is nothing we can do to prevent buyers from bidding for lumber," as the Northern Hemlock & Hardwood Manufacturers' Association said, and we will see prices mount in direct proportion to the spread between supply and demand. But conditions throughout the country are more normal than they were during the two years directly after the armistice, and while it seems certain that the lumber market is going to enjoy an advancing tendency for some time to come, no such abnormal situation as that of 1920-1921 can develop. That great primary cause of the 1920-1921 inflation, the World War, we hope will never again be duplicated.

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Observations on Hardwood Selling

A Few of the Elements of Success in Landing the "Big Fish," as Determined by Talks with a Number of Them

By Aristotle, Jr.

Possibly the most elementary rule for the successful merchandising of any commodity is to give the buyer what he wants. It would seem that this truth would be one of the first to be discovered by any man undertaking to sell anything. But you are too hopeful of the wisdom of mankind! It is astounding, yet true, that some salesmen, in fact a good many, never learn this A B C of their calling. Many firms never learn it. Somehow their intuition is so dull, their powers of observation so slothful, their ability to put two and two together so poor that they go through life trying to force upon the buyer what they want him to buy rather than give what the buyer himself wants and needs. It never dawns upon these fellows that any transaction, if it is to beget further business and create goodwill, instead of enmity and bickering, must be mutually profitable. They fail ever to realize that the only kind of business worth transacting, the only kind that means ultimate gain, is that in which the customer as well as the seller makes a profit, that in which the customer as well as the seller is gratified. These shortsighted fellows manage to eke out a precarious livelihood, but by their blindness to the finer aspects of business they are forever doomed to the lower ranks of commerce; they must content themselves with a limited success and suffer throughout their careers the petty aggravations of doing business with the little buyer, with the bad risk and slow-pay fellow. They never experience the delight of dealing graciously, of building up enduring trade and enduring friendships with big, rich and reliable customers. It falls to their lot to live upon the husks of the trade, missing the rich meats altogether.

These observations are concerned, of course, with hardwood lumber and are prompted by conversations had here and there with the purchasing agents, or buyers, for various great wood-using institutions. These buyers are representative of the most desirable custom in the hardwood trade. They purchase annually hundreds of thousands and millions of feet of hardwood lumber and veneers. There is no question of risk in selling such buyers any quantity. Generally the concerns they represent pay cash on delivery and there is no bother with long-term credits. Whenever you manage to establish yourself with one of them you secure a safe, steady and profitable outlet for thousands of feet of your product annually. If you are able and willing to furnish the stock they require, you receive on the average prices well above the market. After you have demonstrated your reliability to one of these concerns, your selling cost may be cut almost to the vanishing point. You no longer have to sell this customer, he buys and continues to buy, without your special urging, so long as you continue to give him the service he demands. This is the kind of business that builds up your profits and sustains you through good times and bad. But over and above money profits there is the splendid compensation of doing business with people of intelligence and high integrity, of friendship and goodwill in your business life. Under such conditions merchandising hardwoods is no longer drudgery, but fun.

Give the Customer What He Wants

But to succeed in capturing this kind of trade, the merchandiser of hardwoods must have sense enough to resolve the problem of selling into the simple formula of giving the customer what he wants. The "clever" salesman, who conceives of his dealings with his customers as a game of wits in which the aim is to "slip some hing over" on the other fellow, whose policy is to give no more in a particular grade than the most liberal interpretation of the rules will permit, can not hope to get and hold this class of

trade. We will say that one of these clever fellows gets a trial order (it is a trial order whether he knows it or not) from one of these big users of hardwoods. He ships on this order no more than the minimum requirements of the grades specified by the buyer. The car arrives in the yard of the big consumer and the firm's inspector, who is almost invariably an expert, unloads the lumber. This veteran inspector very easily discovers that the grades have been "skinned," and he reports this to the buyer. If the shipment falls below the minimum requirements, the buyer may kick and secure an adjustment. Or, if he thinks that the shipment just will come within the rules, he says nothing and takes his medicine. But in any event he knows that he has been cheated; that the man who sold him this shipment has tried to "get away with something." Therefore, he is resentful and he makes up his mind that he will buy nothing more from this firm if he can help it. Sometime later this clever salesman, working for the clever firm, calls again, expecting a repeat order. Mr. Salesman is politely informed by the young lady at the information desk that the buyer is not just now in the market for any hardwoods. This salesman may continue to call on this concern for years and not sell another car of lumber and all the time be wondering why he is continually rebuffed.

The firm that gets the business this grade skinner is missing and forms a valuable permanent connection is one that had the foresight to restrain its greed, that did not seek to take advantage of the technical latitude in grading rules, but furnished the buyer the best class of stock within the grades specified, having in mind the needs of the buyer, rather than the uttermost farthing of profit. In other words, good lengths and widths were not "skinned out," but left in. This might strike the "slick" lumberman as poor business, but his successful competitor believes that it is the best kind of business, because he knows that buyers who are worth doing business with at all demand good service and are willing to pay for it.

Special Service Is Demanded

As a matter of fact, the hardwood concern that wants to secure the cream of the trade, must be willing to make concessions and give special service. Service, or the lack of it, is what gets or loses this trade. You cannot stand upon technicalities and deal with this trade. "Whenever I find that I am dealing with a technical shipper, I quit doing business with him," the buyer for one of the biggest piano manufacturing institutions in the country said the other day. "I am not interested in the technicalities of grading rules; I want a certain kind of stock, I have to have it and I am going to get it. If one firm can't furnish it there is another that can."

This expresses the attitude of the majority of the experienced buyers for industries using large quantities of hardwoods and representing wealth and the highest measure of honesty and responsibility. The buyers for these big concerns don't buy so much according to grading rules as to their special requirements. "I don't give a damn about grading rules," the buyer quoted above said bluntly. Then he explained: "I buy all my poplar (and I buy a lot of it) from a concern that ships me a special grade. It is a grade somewhere between 2A and 2B, which just for the sake of a name I call 'piano poplar.' Others have tried, or pretended to try, to furnish this grade to me, but they either couldn't, or didn't care to, train their inspectors to sort out the special grade I demand.

(Continued on page 49)

Southern Hardwood Caught in Rail Jam

Curtailed hardwood output and of outbound movement of southern hardwood lumber and forest products amounts to fully 63 per cent, compared with what each would be if transportation conditions were normal, according to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, Memphis. This means that the southern hardwood lumber industry is doing only about three-eighths of what it should be doing, and that it is losing five-eighths of potential production and shipping.

The foregoing shows conclusively that transportation conditions are steadily growing worse, and that they are throttling the hardwood industry to an even greater extent than ever before, not even excepting the war period, when everything but priority freight had to move under permits.

Shortage of motive power is an important factor in the failure of the railroads to render more adequate service to the industry, and embargoes are also a feature. But Mr. Townshend says that the real cause of the present situation is to be found in the fact that so very few empties are coming back to the South. All of the railroads are up against a scarcity of cars that ties their hands when it comes to furnishing any type to the industry. There is a shortage of flat cars for moving logs to the mills. Ordinarily flat cars are supplemented by gondolas, which are available for loading logs, but now practically all the gondolas are being diverted to the handling of coal under the priority orders of the Interstate Commerce Commission. Reports indicate that thousands and thousands of coal cars are tied up under load, and that they are almost as effectually beyond the reach of the hardwood lumber industry as if they did not exist. Box cars are being used largely for handling the grain, rice, sugar and cotton crops, and very few are available for loading with forest products.

Southwest Suffers Severely

Manufacturers of hardwood lumber in the Southwest report that they are not, under the most favorable conditions, obtaining as much as 50 per cent of their requirements in the way of cars for log loading. Some scale down to 5 to 10 per cent, and still others are completely out of commission. East of the Mississippi, the Yazoo & Mississippi Valley lines of the Illinois Central system are furnishing relatively more cars for log handling than any other line, but J. W. Dickson, president of the Valley Log Loading Company, says that one of his loading machines is idle because cars are not available. It operates exclusively on the Y. & M. V. Even the Mississippi and Tennessee divisions of the Illinois Central are short of cars for log loading. Other roads are rendering very indifferent service. Mr. Dickson says that there are not less than 10,000,000 feet of logs available for loading in the Mississippi valley compared with surprisingly small figures a short time ago. This rapid accumulation is due primarily to inability of the railroads to move logs after they have been prepared for shipment.

Some of the firms operating their own logging railroads are able to handle their timber to their mills with all the dispatch desired, but they are not, in all cases, in position to continue manufacturing lumber indefinitely. They are under the necessity of depending on common carriers for moving their outbound shipments, and in several instances they have already reached the limit of their piling space because the railroads are furnishing so few cars for handling such shipments.

M. P. Embargo Lifted

The Missouri Pacific has lifted its embargo against the north-bound movement of hardwood lumber and forest products, but this is helping very little for the reason that it has so few cars available for loading with these commodities. The other western roads have no embargoes, but they might as well have, so little service

are they rendering the industry. The Southern Railway has an embargo all over its system against hardwood lumber and forest products. It is stated that there are thousands of cars on this road tied up on sidings or in terminals. The Louisville & Nashville has slightly modified its embargo, permitting the handling of lumber via Evansville, to destinations in Michigan, Indiana and Illinois. Further east, embargoes are in effect on the Chesapeake & Ohio, the Carolina, Clinchfield & Ohio, the Virginian, the North-western, the Baltimore & Ohio, the New York Central, the Lehigh Valley and the Delaware, Lackawanna & Western. None of these roads will accept shipments for points beyond their lines. The Appalachian region is even worse hit, according to Mr. Townshend, than the South and Southwest.

Mr. Townshend does not believe there will be material relief under thirty days. He thinks it will take some time for the railroads to make headway with the repair of cars, and that additional time will also be required to unload cars in other portions of the country and enable them to be moved back into the South. He foresees a very trying period immediately ahead for the hardwood lumber industry so far as transportation is concerned.

The Interstate Commerce Commission has so modified its priority orders that lumber interests are able to load gondola cars—if they are able to get them—in the direction of, but not beyond, the mines. A very large percentage of lumber shipments originating in the South and Southwest is destined to points beyond the mining area, and this modification will, in the opinion of the association, furnish comparatively little relief.

There is always more or less car shortage during the maximum crop-moving period, but conditions are so much worse this year than ever before that the hardwood industry, on the verge of a tremendous revival of business, is handicapped to an unprecedented extent. This is perfectly clear from the statement that the industry is running on a basis of approximately 37½ per cent, or a little more than one-third, of what it would be doing if transportation were not so badly crippled.

Spurt in Projected Building Evidenced by August Permits

Planning for building activity in August exceeds that of July, according to official reports from the building departments of 202 cities to The American Contractor. The total number of building permits issued in these cities is 61,104, and the total estimated valuation is \$225,543,149. Reports from 195 cities for July showed 56,332 permits, whose total valuation was \$212,314,292.

Comparing August of this year with the corresponding month in 1921 shows that activity in permit issuance this year is 38 per cent in excess over last year. A similar comparison, using July instead of August, showed a 31 per cent gain for this year.

A tabulation of forty-eight cities gives authentic evidence of the spread of July and August activity. The total valuation of these cities is over six million dollars greater in August than in July. In round numbers, the average total valuation per month for these cities has been 170 million dollars. July outdid the average but slightly. August has nearly a nine million lead over the average for the first eight months of the year.

"Universal Lumber Code" Wanted

The Hardwood Record has been conducting a search for a copy of the "Universal Lumber Code." It has occurred to us that perhaps some member of the HARDWOOD RECORD has a copy of this book which is not being used, and we shall be pleased to defray any expenses attached to securing a copy of this code. We would like to hear from anyone who has any knowledge on this question.

News from the National Capital

Philippine Mahogany Classifications Sustained

The tariff classification rating of Philippine mahogany lumber in official classification territory is not unreasonable or unduly prejudicial, the Interstate Commerce Commission decided on September 19, in rendering a decision against the Indiana Quartered Oak Company of Long Island, N. Y., importers of a species of hardwood known as Philippine mahogany from the Philippine Islands.

Recommendation was made by Examiner Myron Witters that the complaint be dismissed, and the commission sustained the recommendation, ordering the case closed.

The complainant alleged that the classification of Philippine mahogany in official classification territory was unjust, unreasonable and unduly prejudicial to the extent that the ratings exceed those of native wood, Canadian woods or Mexican pine. The commission was asked to prescribe just, reasonable and non-prejudicial classification for the future and to award reparation. Black & Yates, Inc., engaged in the hardwood lumber business at Paterson, N. J., intervened asking for the same relief.

The petition sets forth that the complainant makes all shipments from New York harbor ports, and the destinations are mostly in official classification territory. The carriers have put in a number of commodity rates applying to Philippine mahogany. There are commodity rates to the greater portion of Central Freight Association territory, and they are generally on a six class basis for carload. The complaint related solely to movements under class rates, which are principally to points in Eastern Trunk Line territory, and to points in southern territory governed by official classification.

The classification of woods by the United States Forestry Service, as well as the trade name used in the lumber business, the report states, both indicate that technically and in ordinary commercial usage Philippine mahogany is recognized as analogous in character to the true and so-called mahoganies, rather than to any of the native woods. Because of this, the examiner points out, the commission should find that the complainants have not adduced sufficient reasons for excepting Philippine mahogany from the foreign wood classification, and should further find that the classification rating assailed is not unjust, unreasonable or unduly prejudicial.

A slight decrease in the activities of the lumber industry, as recorded by the total loadings of forest products, is recorded for the week ending September 2. For the week there was a total of 58,706 cars loaded—a loss of 1,760 cars compared with the previous week.

The figures indicate, however, a substantial gain over the same week one year ago, being 12,907 gain. Compared with the same week two years ago, the current forest loadings represent a decrease of 3,523 cars. Total car movement for the week was the highest during any one week in eleven months, being 931,598, which was 91½ per cent of the total for the week of October 15, 1920, when 1,018,539 cars were loaded—the greatest number for any one week in the history of American railroads.

If the food consumed by each man, woman and child were reduced by one-third, the pinch of hunger would soon be felt and the cry of famine undoubtedly raised.

Yet substitute the word "wood" for "food" and you have exactly what has happened in the use of lumber. The per capita consumption has dropped from 500 board feet in 1906 to 316 board feet in 1920, says the Forest Service, United States Department of Agriculture.

This decreasing use of a fundamental commodity, according to

forest experts, is not a result of decreasing needs, but a result of forest exhaustion. It is not being accomplished without economic hardship or without cur ailment of industrial expansion. It is not a temporary condition that will automatically adjust itself, for even at this reduced rate of consumption we are still cutting our forests more than four times as fast as they grow. The situation proclaims, according to the Forest Service, that if we are to remain a nation of timber users, we must become a nation of timber growers.

In 1906, when American lumber production reached its highest point, the average per capita consumption of lumber in the United States was approximately 500 board feet. Since that time the per capita consumption has rapidly and consistently decreased until in 1920 the average citizen used approximately 316 board feet. This is a reduction of 37 per cent in 13 years, or nearly 3 per cent a year. Should this decrease continue at its present rate, by 1940 the downward sweep of consumption would approach zero. This, of course, will not happen. The average consumption will ultimately reach a fairly stable level, which will depend mainly upon the extent to which our devastated forests are made again productive.

The consumption of lumber is not evenly distributed. Previous studies indicated that the states of the Pacific Northwest, now the last great stronghold of big lumbering operations, had a much higher per capita consumption than those of other regions, but the present figures are the first to give information for all states upon the same basis. Naturally the greatest per capita consumption occurs where wood is plentiful and the population is relatively small. In Washington and Oregon the consumption appears to be between 900 and 1,000 board feet annually per person.

Next come California, Montana, Idaho and Wyoming, where the rate of consumption is from 500 to 800 feet per person annually. In these states timber is relatively plentiful, as compared with the density of the population, and a very considerable expansion has been taking place in the development of farms and other natural resources.

The group next lower in per capita consumption includes the lake states, and sweeps southwesterly across the prairie states through Colorado, New Mexico and Arizona. In this group the annual consumption is between 300 and 500 feet board measure.

Practically all the remaining states fall into a class in which the annual consumption is 200 to 300 feet. This group extends in a broad belt from Texas along the southern and eastern Atlantic coast to Cape Cod, Mass. It also includes North Dakota, Iowa, Utah and Nevada.

The lowest consumption of all is in Rhode Island, the District of Columbia, South Carolina and Georgia, in which the average consumption is rated between 100 and 200 feet per year. In the District of Columbia there is an extreme situation in density of population. No lumber is produced, there is little farming or manufacturing, and the entire population consists of urban dwellers in the city of Washington, who live mainly in houses of brick and stone and require relatively little lumber. All the lumber used in the District of Columbia is imported from other states, just as it is in some of the non-timbered prairie states.

In general, the older and more densely settled states show the lowest average consumption. The states characterized by heavy agricultural operations come next, and the greatest use per individual is indicated in those states where there is still considerable timber and where the extension of home building is proceeding at a rapid rate, using the abundant material provided by the forests. The states are going through an evolutionary process, building first of lumber and later of more costly materials as the forests recede before fire and axe.

Institute Is Making Progress

"The Hardwood Manufacturers' Institute has been in existence but three months, and, notwithstanding adverse circumstances, membership has increased 133 per cent since the organization meeting at Louisville, June 15," declares the opening paragraph of a review of the development of the Institute, issued from the Chicago headquarters, 1020 South Wabash avenue, on September 16, and addressed to the membership. "We now represent approximately one-third of the mill capacity for producing hardwood in the United States—a very formidable showing," the next sentence of the statement says. It continues as follows:

A study of our membership roll and the character of our membership insures the successful carrying forward of all of the constructive work we have undertaken in the interest of the producer and consumer of hardwoods.

Our inspection department has been organized and is successfully, satisfactorily and efficiently meeting the demands of our members. Our membership should carefully study the regulations of our inspection department and sell their lumber only on Hardwood Manufacturers' Institute rules and inspection.

Members should be patient with reference to the installation of our statistical program. Under the circumstances it is obvious that our committee should proceed slowly and carefully in solving all of the problems in connection with this department, thus safeguarding all the interests of our members.

The committee is working constantly to this end, and before a great while will have this very important department of our work in operation.

We have created an engineering department, charged with the responsibility of making a complete survey of consumers' requirements, on the basis of which inspection rules may be formulated which will better meet the needs of consumption and thus conserve our hardwood resources.

We are planning district meetings where the members may conveniently come together for the study of the problems relative to the proper manufacture, care and inspection of hardwood lumber. The first of these meetings will be held at Alexandria, La., Friday, September 22, and will be in charge of J. M. Pritchard.

Our offices are now established in Chicago at 1020 South Wabash avenue, and we are prepared and equipped to carry forward efficiently all the work of the Institute. The change in location meant the building up of a new clerical force, but we feel this has been done with a minimum amount of confusion and lost motion.

We have made real progress in this brief period in interesting the consumers of lumber in the purposes and policies of the Hardwood Manufacturers' Institute. We have met with great encouragement, having received numerous invitations to meet with consuming groups and tell them of our plans.

This work has only fairly begun, and in the end we are certain to enlist the co-operation and support of all consumers of lumber who do not fail to recognize that our principles are right and the working out of our program will be beneficial to both the producers and consumers.

Our members will doubtless be interested to know that the simplification and standardization program of the lumber industry is meeting with the practically universal support of the lumber trade press in its various branches.

The treatment in news columns and editorial discussion has been all that could be desired.

Among those publications which have evidenced a correct understanding of the subjects and have discussed the subject with ability and effectiveness, many of which have directly approved the policies and plans of the Institute, may be mentioned:

Hardwood Record, Southern Lumberman, Lumber Trade Journal, Lumber, Lumber World Review, American Lumberman, National Lumber Merchant—in practically all issues.

Associated Furniture—issues of July and August.

Manufacturers' Record—issue of August 31.

The Furniture Index—July issue.

The Furniture Factory—August issue.

The Canada Lumberman—issue of August 1 and others.

New York Lumber Trade Journal—issue of July.

Canadian Woodworker and Furniture Manufacturer—July

Mississippi Valley Lumberman—issue of July.

American Forestry—September number.

Lumber and Veneer Consumer—issue of July.

The New York Commercial—July 19 and various others.

Wood Construction—issue of September 1.

Veneers—issue of September.

A number of publications functioning primarily to the consuming trade

have manifested considerable interest in the subject, and articles, some of them specially prepared, will shortly appear.

One of the purposes of the Hardwood Manufacturers' Institute will be to aid in bringing about, as far as possible, uniformity in the manufacture, care and inspection of hardwood lumber. Because of many requests for such information we have decided to begin this work by holding district meetings, where representatives of the several mills may conveniently come together for a full and broad discussion of the subject.

The first meeting will be held in the Bentley Hotel, Alexandria, La., Friday, September 22, 9 a. m. There will be a general discussion until noon. After luncheon practical demonstration of the application of the rules will be made on the yard of the Ferd Brenner Lumber Company.

All members as well as non-members will be welcome at any and all of these meetings. We urge attendance of production superintendents and inspection foremen. Every one will be encouraged to ask questions to develop the fullest exchange of views, thus insuring a very interesting and instructive meeting.

Our Mr. Pritchard will attend this meeting and make arrangements for similar meetings in other localities.

At the present time the chief development in progress in the standardization work of this committee is the installation of field work of an engineering character to ascertain the requirements of hardwood consumption as a basis for scientific reconstruction of grade rules.

At the beginning the principal emphasis will be placed upon the automotive, furniture and sash, door and blind fields. Inasmuch as the automotive field is well organized in a technical sense, and already has a standing committee on standardization, our first contact has been made with this industry.

Mr. Murray, our mechanical engineer, who has this field work in charge, has his definite procedure outlined, and at the present time is in the North, actively in pursuit of the work. It is yet premature to detail fully such findings as already at hand. Suffice it to say that the outlook is most gratifying.

It will be some little time before the entire machinery for the complete field survey of all industries can be set in motion, but with a definite beginning already recorded, and the most difficult preliminary organization work completed, the committee feels that the progress is real, tangible and satisfactory.

We are proud of the record being made by our inspection department. We have promptly met every demand made upon us. The work is increasing and we are planning to add additional men to our inspection force at points where they may serve our members quickly and at the lowest possible expense.

In addition to our regular force of inspectors, we have placed one in the Virginia territory, and in a short time will have another in the southwestern territory and still another at New Orleans.

This will be done without violating the principles upon which our inspection department is conducted, namely, that the movement of the inspectors will be controlled from the main office, and they will be rotated to avoid any criticism.

All requests for inspection service should be made by letter or by wire to the main office, and inspectors will be quickly assigned to do the work. There is a feeling on the part of some of our members that this plan may cause delay, but we find that from experience that the contrary is true, for central control guarantees better service.

Please note carefully pages 4 to 10 inclusive of the inspection rules books, which furnishes necessary information with regard to the regulations of the inspection department. These regulations should be thoroughly understood by each member to avoid misunderstandings and confusion.

We have issued a number of certificates this month for the export market, as well as to the Pacific coast and many other important domestic markets.

Sell your lumber subject only to Hardwood Manufacturers' Inspection Rules, and insure fair and impartial application of the rules to all parties concerned.

We now have 175—133 per cent increase since organization—a record to be proud of; but let the battle cry be ever onward. We must have 300.

Letters and literature explaining in detail the objects and purposes of the Hardwood Manufacturers' Institute have been sent to every hardwood manufacturer in the country.

The work has been largely in the direction of efforts to acquaint manufacturers with the purposes and the plans of the Institute, the constructive character of its undertaking, the advantage and the benefit of the program to the producer and consumer, as well as to the public.

Plans are now under way to intensify the drive through elimination of many and concentration on a few.

Your membership committees have been doing a splendid personal work, but your earnest and sincere co-operation is requested and will be appreciated.

Three hundred members by January 1.

Getting the Facts First

By Wilson Compton,

Secretary-Manager National Hardwood Lumber Association

The problems of lumber standardization and trade practices have been before the lumber industry in some form for several years. At the annual meeting of the National Lumber Manufacturers' Association in 1919, and at the First American Lumber Congress in the same year, organized steps were taken looking to the simplification of lumber grading standards, greater uniformity in the names of similar grades of competing species, and the standardization of the sizes of yard lumber and mouldings.

From that time to the present the engineering bureau of the National Lumber Manufacturers' Association has been engaged in a thorough study of the prevailing standards and practices and of the practical possibilities of improvement. Conferences from time to time have been held in which all branches of the lumber trade have participated.

The first standardization conference in June, 1919, was held under the authorization of the American Lumber Congress. Further meetings were held in 1919 and 1920. Although a careful analysis and comparison had been made of the lumber grading standards, the attention of these lumber conferences was devoted to the standardization of sizes of lumber and mouldings. Definite recommendations supported by the majority of associations of retail dealers, wholesale dealers and many associations of lumber manufacturers and lumber consumers were submitted to the lumber manufacturers as the result of the conferences in 1920 and 1921. These recommendations are now in the hands of lumber organizations throughout the country.

Soon after his appointment as the Secretary of Commerce in 1921, Mr. Hoover indicated his purpose to invite representatives of the lumber trade at an appropriate time to discuss with him the possibilities of increased economy and more profitable and more stable business which might result from the simplification and standardization of certain lumber size, grade and inspection standards, and in the development of more adequate quality guarantees to the lumber-using public. In accord with action proposed by the construction industries in favor of a general program of standardization of construction materials, and consumers' requirements, the National Lumber Manufacturers' Association invited the Secretary of Commerce to address its annual convention and the annual meeting of the American Lumber Congress, consisting of delegate representatives of the organized lumber trade of the United States, and to submit to the lumber industry his views with respect to improved lumber standards.

Genesis of Washington Conference

As a consequence of the discussions which took place at these meetings, under the authority of specific resolutions passed at that time, and to make possible the realization by the lumber industry

of the benefits of greater economy, more stable and more profitable lumber conditions, and to the end that the lumber trade might have an opportunity to demonstrate its capacity for self-government as a means forever "Of Keeping the Government Out of the Lumber Business," and avoiding the inevitable wastes which attend the intervention of government in the ordinary affairs of business and industry, the "Washington Standardization Conference" was arranged with the Secretary of Commerce for the last week of May, 1922.

At no previous time in the history of the lumber industry has a practical problem involving the ordinary processes of production, distribution and consumption of lumber received such widespread consideration as did the problem of lumber standards and guarantees for the protection of the lumber-using public, in the discussions at this conference in Washington with the Secretary of Commerce. The results of that conference were promptly announced, and have been widely published throughout the lumber trade and through the daily press.

In brief, the matters suggested by the Secretary of Commerce for the consideration of the lumber industry and fully discussed at the Washington conference, and concerning which definite recommendations were then made for further development and consideration, included:

First—Simplification of lumber grades and grade names.

Second—Standardization of lumber sizes.

Third—Adequate and practical guarantees to the buyers and users of lumber of the proper delivery of both quality and quantity.

Fourth—Improvement and extension of lumber inspection service, as an aid to the maintenance of published grading standards.

Inasmuch as this was considered to be essentially and in actual practice primarily the problem of the lumber producer, the National Lumber Manufacturers' Association, representing the organized lumber producers of the United States, was requested by this conference to arrange suitable means for carrying out the conference recommendations. It was specifically instructed to arrange for a general meeting to which representatives of the entire organized lumber trade of the United States, including producers, distributors and consumers, would be invited. Pursuant thereto a general conference on lumber standards was held in Chicago, July 21 and 22. To this more than 150 national, state and regional associations of lumber producers, distributors and users were invited. These meetings were probably the most representative of the lumber industry, from the tree to the consumer, held in recent years.

Basic Aims of Chicago Meetings

The primary purpose of these Chicago meetings was to submit to the organized lumber trade of the United States the program of

*Central Committee on Lumber Standards

John W. Blodgett, Chairman, Blodgett Company, Ltd., Grand Rapids, Mich.

John H. Kirby, Representing Manufacturers, Kirby-Bonner Lumber Co., Houston, Texas.

Charles A. Goodman, Representing Manufacturers, Sawyer-Goodman Lumber Co., Marinette, Wis.

Dwight Hinckley, Representing Wholesalers, Dwight-Hinckley Lumber Co., Cincinnati, Ohio.

John E. Lloyd, Representing Retailers, William M. Lloyd Company, Philadelphia, Pa.

W. E. Hawley, Representing Railways and Engineers, Duluth, Missabe & Northern Railway Company, Duluth, Minn.

E. S. Hall, Architect, Representing Architects, Chicago, Ill.

**In accordance with the action of the Chicago meeting, held and concurred in by subsequent standardization meetings in Portland and concurred in by subsequent standardization meetings in Portland, Oregon, the National Lumber Manufacturers' Association now advises that a Central Committee on Lumber Standards has been selected by the organized lumber trade to conduct the further development of lumber standardization.*

This committee has full authority, and may increase its own membership. In creating this committee the general conference in Chicago requested that the organizations in the lumber trade participating in the standardization activity co-operate with and work through the Central Committee on Lumber Standards.

lumber standardization recommended by the conference in Washington, and to give the organized lumber trade at large the full opportunity to express its views and to make them a matter of permanent record for the guidance of the further development of the standardization program. It was also intended to give the lumber trade an opportunity to choose its own ways and means for conducting the further development of this activity.

The United States Department of Commerce has participated in these activities of the lumber trade, not at the invitation of the lumber manufacturers alone, but upon that of the entire organized lumber trade voicing its will through the American Lumber Congress. In its convention in April, 1922, at which this action was taken, more than 95 per cent of the organized lumber trade of the United States was directly represented. In keeping with his purpose to encourage the lumber industry to devise its own ways and means for developing a practicable plan for the improvement of lumber standards, the Secretary of Commerce in a manner as plain and explicit as the English language will permit, has stated repeatedly that this is a problem for the lumber trade from producer to consumer to settle for itself; that government regulation or interference has no place in this activity in any shape or form; that it is a proposed demonstration of the capacity of the lumber industry to govern itself, to eliminate objectionable, unfair or wasteful practices and standards and to give to the lumber-using public efficient and honest service; and therefore that the only useful service which the Department of Commerce can in this connection perform is to emphasize the importance in the interest of the lumbermen and of the public, of the lumber industry itself solving these problems, and when satisfactory conclusions may have been reached by the entire lumber trade, to deliver to it, and to the conclusions thus reached, the recognition and support, and the confidence of the American people.

This entire program is conceived by the lumbermen as well as by the Secretary of Commerce as a project not for getting the regulatory arm of the government into the lumber industry, but of definitely and forever keeping it out. No misconception, misinterpretation or mis-statement of this matter can alter the fact that the organized lumber industry and the Department of Commerce, which have initiated and sponsored this activity, have done so deliberately, publicly and emphatically for the direct purpose of keeping the wasteful arm of government regulation out of the ordinary affairs of the lumber business in any shape or form.

Consistent with his declared purpose to aid the lumber industry, the Secretary of Commerce dispatched his assistant, William A. Durgin, chief of the Division of Simplified Practice, to attend the conferences in Chicago and the meetings to consider lumber standardization held later on the Pacific coast. He suggested the appointment of a small committee representative of the lumber trade from producer to consumer to assume directly the responsibility and the guidance of the development of a practicable lumber standards program to be submitted when complete for the action of the various lumber associations. This suggestion, received in person at the Chicago meetings, resulted in the creation by that general lumber conference of a central committee on lumber standards, consisting of seven men. To this committee was given full authority to act in behalf of the lumber trade. Upon recommendation by the retail lumber dealers, vigorously endorsed by representatives of lumber distributors and consumers, John W. Blodgett, president of the National Lumber Manufacturers' Association was appointed chairman of the central committee on lumber standards. To represent the lumber manufacturers John H. Kirby of Houston, Tex., president of the Southern Pine Association and former president of the National Lumber Manufacturers' Association, and Charles A. Goodman, Marinette, Wis., in behalf of the National Hardwood Lumber Association, were appointed. John E. Lloyd of Philadelphia, president of the National Retail Lumber Dealers' Association, was, upon request of the lumber manufacturers, joined in by the representatives of both distributors and consumers, designated to represent the retail lumber dealers. Dwight Hinckley of Cincinnati, former president of the Yellow Pine Wholesalers'

Association, and a director in the American Wholesale Lumber Association, was chosen to represent the lumber wholesalers. By unanimous agreement the American Institute of Architects was invited to name one representative; the engineers and the railway organizations to name another to be selected by the American Railway Association. The last two designations have not as yet been announced.

The Chicago conference moreover requested the various groups within the lumber trade to set up competent committees on lumber standards to advise and inform the central committee with respect to the facts and needs of their respective branches of the trade. Large progress has already been made in this direction. The lumber manufacturers have substantially completed the organization of such a committee. Likewise the lumber retailers and wood-using industries have a standing organization competent for this purpose, as have also the leading associations of wholesale lumber dealers. Much progress, therefore, has been already made toward carrying out these requests of the lumber trade as expressed in the resolutions of the July Chicago conference.

Inasmuch as the responsibility and initiative heretofore had been lodged largely with the lumber manufacturers, it was agreed that this should so continue until such time as central committee on lumber standards might itself assume the further conduct of these activities. It was moreover understood that the facilities of the lumber manufacturers' associations and the information which they have compiled as result of more than three years' study of this problem would be available to the central committee.

The so-called "Washington Standardization Conference" developed and made a matter of permanent record the views of distributors and consumers largely representative of the Eastern states. Similarly the Chicago conference recorded the sentiment in behalf of the lumber trade and in the Central and Middle Western states. In the latter part of July and in early August the conference held on the Pacific coast recorded the views and the needs of the Western lumber industry.

The complete story of these conferences is now available. Copies have been widely distributed by the National Lumber Manufacturers' Association to lumber organizations throughout the country. It is expected that the central committee on lumber standards will meet promptly with the Secretary of Commerce, and that it will have available for consideration a careful analysis of the facts as brought out at the various conferences and elsewhere touching the three main points of the program of lumber standards, namely:

First—Lumber grades and grade names.

Second—Lumber sizes, and

Third—Guarantees for the protection of the public.

Announcement to the lumber trade in behalf of the central committee on lumber standards may therefore be expected in the not distant future.

If constantly in mind may be kept the determination to get the facts first, and to take no final action until all the facts have been considered; that lumber standards and lumber trade practices may be permanently improved only by a process of gradual development and education and not by a sudden or hasty change; that greater convenience and economy in the use of lumber will add to the permanent lumber demand and make possible substantial extension of the lumber trade; that the consumers of lumber are expected to meet the producers half way; and that the basic purpose of the consideration of lumber standards throughout the country is to demonstrate that the lumber industry can conduct its business efficiently and honestly, and with due regard to the interests of the public whose needs it serves, and thus to place a permanent and effective obstacle in the way of the constant agitation for government regulation in some form or other, then practical progress can be made in this program of lumber standards which will mean not only greater economy, better satisfaction among lumber users, but greater stability and larger and more certain profits to the lumbermen, and a higher place in public esteem for the lumber industry of the United States.

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SILVER STEEL SAWS

In Lumber Camps or in the Mill

Time and money can be saved by using

ATKINS SILVER STEEL SAWS

Saw Tools, Machine Knives and Saw Specialties.

Atkins Saws stay sharp longer, and cut faster and easier than other saws,—hence our claim

"The Finest on Earth"

If you are not familiar with the high quality of our saws, send us a trial order—convince yourself that Atkins Saws are the most economical.

Leading manufacturers of Saws, Saw Tools and Machine Knives, also Atkins-Coleman Feed Rollers. Use Acrolite and Ferrolite Wheels for your saw gumming and knife grinding. Increase your belt efficiency by using Cantol Belt Wax.

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Home Office and Factory, INDIANAPOLIS, INDIANA

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McClure Answers Durgin's Letter

The direct appeal to the members of the National Hardwood Lumber Association, made by William A. Durgin, chief of the Division of Simplified Practice of the Department of Commerce, following a statement issued by Frank F. Fish, secretary-treasurer of the National, on the results of a questionnaire sent to hardwood consumers concerning the standardization movement, has elicited a letter from John W. McClure, president of the National, in which Mr. McClure vigorously supports the information disseminated by the association over the signature of the secretary-treasurer. Mr. McClure's letter, which was addressed, like Mr. Durgin's communication, to the membership of the organization, follows:

Chicago, Ill., Sept. 13, 1922.

TO MEMBERS:

With reference to a circular letter addressed by William A. Durgin to the members of the National Hardwood Lumber Association.

For the first time in the history of this country, a representative of one of the departments of government has submitted a communication to each individual member of an industrial organization in criticism of the acts of an officer of that organization.

It is not my purpose to question the motives inspiring this most remarkable action, nor shall I attempt to appraise the problematical value to the enemies of the National Hardwood Lumber Association of that unprecedented and distinctly hostile communication. This membership is amply qualified to formulate its own conclusions regarding the propriety of an attempt to administer bureaucratic castigation to an organization which has unfortunately incurred the displeasure of a bureau chief; and also to pass judgment upon the unusual procedure of releasing a communication of this nature to the trade press without first requesting from the offending organization an explanation of the matter regarding which complaint is made.

The membership of this association should understand and appreciate the fact that this unique circular did not emanate from the Secretary of

Commerce, Herbert A. Hoover, but from the Chief of the Division of Simplified Practice, William A. Durgin. Mr. Durgin is an engineer, but not a statesman; neither is he a lumberman, and must, therefore, obtain his information regarding the lumber industry at second hand. Unfortunately for him and for the industry, he has been badly advised regarding conditions prevailing in the hardwood trade, and possessing an engineering turn of mind, his temperament is of that type which denies the existence of more than one side to a debatable question. He seems to be thoroughly imbued with the single idea that the hardwood lumber consumer has been badly treated and believes it to be his mission to correct the situation. Had he obtained his information at first hand, directly from the consumer, he would not have fallen into error and would not now occupy the position of a disavowed champion of the consumers' interest.

In sending out the questionnaire it was the purpose of the National Hardwood Lumber Association to procure this first hand information upon the attitude of the consuming hardwood industry toward the proposed standardization project, and at a proper time to submit it to the Department of Commerce for fair and thoughtful consideration. This information is now on file in the offices of the National Hardwood Lumber Association and is subject to examination by the Department of Commerce if a further pursuance of the matter is deemed desirable.

Mr. Durgin states in his circular communication to this membership, that the questionnaire was sent out by F. F. Fish, while, as a matter of fact, it was sent out by the National Hardwood Lumber Association with the full approval and under the explicit direction of the officers and directors of that Association, and was signed by Mr. Fish as Secretary-treasurer thereof. This explanation divests the action of the personal slant with which Mr. Durgin seems anxious to endow it.

Text of Questionnaire

The questionnaire was sent out in July and not on August 8, as stated in Mr. Durgin's general communication, and the following is an exact copy of its contents:

Chicago, July 12, 1922.

Doubtless you have noted that a movement, sponsored by the Federal Department of Commerce, has been started to revolutionize the inspection of hardwood lumber by the proposed establishment of another system of grading rules entirely new in names and expressing values different from those now in effect, and which are to apply to all lumber, including softwoods as well as hardwoods. It is further proposed that these new grading rules shall be formulated solely by the manufacturers of lumber and shall be administered and applied in a general way by a central inspection bureau created and maintained under governmental authority. It has been stated that the necessity for this proposed drastic change from existing standards and from the administration thereof arises from the inability of the consumers to obtain fair treatment from hardwood lumber shippers under the grading rules and inspection system now in effect.

As a consumer of hardwood lumber you are urgently requested to advise this Association upon the following points connected with the subject of hardwood inspection:

Are you familiar with the system for hardwood grading and measurement maintained by this Association, known as National Inspection?

Do you make purchases based upon that form of inspection? If so, have the results derived therefrom been satisfactory to you as a consumer of hardwood lumber?

Is it in your judgment desirable to abandon existing grade names and existing standards of quality and to replace them with new grade names and new standards of quality?

Are you in favor of having your lumber purchases submitted to the inspection of a bureau directed by governmental authority? Or do you believe that such administration and control should remain within the hardwood industry which properly includes the producer, distributor and consumer of hardwood lumber?

These queries confront all who are interested in the purchase or sale of hardwood lumber and the replies to this letter will largely determine the action which will be taken. Will you, therefore, give these questions careful consideration and favor this Association with a definite reply to each at your earliest convenience?

Says Questions Were Fair

As may be seen at a glance, the questions contained in the above are entirely fair and are neither leading or misleading in nature. The objection urged by Mr. Durgin to the questionnaire is directed to the wording of the first paragraph from which he has incorrectly quoted without, however, altering the meaning. The points at issue are the references to proposed changes in existing grade names and values and the final administration of the new grades through the mediumship of a central and super inspection bureau to be created and maintained under governmental authority.

Comes now Mr. Durgin entering an emphatic denial that such was ever the purpose of the movement.

He may be right. I am not raising any question of veracity. I have only for my guide the printed word contained in reports of various conferences. The official report of the first conference held in Washington states that all lumber, which includes hardwoods, shall be classed in three general grades, to-wit: A, B and C. There are no such hardwood grades in existence today and, therefore, I am unable to reconcile, in view of

(Continued on page 50)

Offering Thoroughly Kiln Dried Lumber and an Efficient Kiln Drying Service

A thoroughly modern kiln equipment at Owensboro enables us to make prompt shipment on our own stock, thoroughly kiln dried and also to offer kiln drying service of proven efficiency for handling either green or dry lumber. We offer quick shipment, either domestic or export, straight or mixed cars, all N. H. L. A. grades in our soft texture oak ideal for good furniture. We also have splendid walnut, a fine stock of poplar, chestnut, gum, hickory, maple, elm, cottonwood, beech and quartered sycamore. Thus practically every line of woodworking is offered a thoroughly reliable source of entirely dependable material.

Try *STIMSON* at Owensboro
the next time

J. V. Stimson & Co.
OWENSBORO, KY.

Outlook Is for Large Log Input in North

That hardwood and hemlock operations in the Michigan-Wisconsin belt will be extensive during the winter of 1922-23, in order to prepare to meet the possible continuation of substantial demand throughout the spring and summer of 1923, is the present outlook. That lumbering activities will be greater than during the same period of 1921-22, in spite of increased cost in the way of wages for logging and mill crews, seems assured. Present indications are that most operators in the North are planning to log on a large scale. There has been a shortage of men during the past season, and woods wages have advanced considerably compared with last year. But when agricultural work is completed and road work finished there will probably be more men available. Some firms, however, are hesitating on account of the increased cost in logging, for fear that the cost of lumber they will make from these higher cost logs may be so high compared with the current market that they will work to a loss. It appears that most of the firms at present feel that while lumber prices are far below what they were a couple of years ago, there is not much chance of their going lower during the coming year, and that they are safe in going ahead with the present plans for log input.

However, more definite conclusions may be drawn after the fall quarterly meeting of the Northern Hemlock & Hardwood Manufacturers' Association, which O. T. Swan of Oshkosh, secretary-manager, has scheduled to take place at the Pfister Hotel in Milwaukee on October 12. At this meeting the hardwood manufacturers of the northern territory will hold their annual fall inventory of the ensuing year and attempt to deduce conclusions upon which to determine the extent of their cutting operations during the coming season.

The Northern Hemlock & Hardwood Manufacturers' Association is maintaining and expanding its trade extension activities, and in this connection has just added to its staff John M. Coleman, formerly with the Rhinelander Box & Lumber Company. Mr. Coleman was employed in co-operation with the Michigan Hardwood Manufacturers' Association, and will conduct a campaign of education among wood-using manufacturers on the greater possibilities for the utilization of maple and birch in particular, but also other northern hardwoods. It will be Mr. Coleman's work to form personal contact with the factories to demonstrate the properties and utility of these two woods, together with ash, beech, etc. It will not be his duty to directly market the woods he represents, but to see that the properties of these woods and their fullest possibilities of use become more widely known. In this effort he will disseminate data collected by the Forest Product Laboratories, the association and all other sources that have elicited information on the hardwoods of the Lake States. Mr. Coleman's long experience with a number of the large concerns of the Northwest has splendidly equipped him for this special work.

The association is planning to co-operate with the Wisconsin Manufacturers' Association and the farmers of Wisconsin in the Wisconsin Products Exposition in Milwaukee in December by making an exhibit of the products of its members. The exhibit which was shown at the Illinois State fair will be repeated in Milwaukee. The exhibit will be set up at the Auditorium.

Lumber Cut Decreased in 1921

The Department of Commerce announces that the lumber cut of 710 large sawmills, according to census reports, showed a decrease of 578,102,000 feet, or 4.2 per cent for 1921, as compared with the cut of these same mills in 1919.

The statement, which was prepared in co-operation with the Department of Agriculture, Forest Service, covers most of the large mills reporting a total cut of 5,000,000 feet or more in either 1921 or 1919. The cut of these mills in 1919 represented 40 per cent of the total cut in the United States. These mills are located in 33 states, consequently the comparison reflects conditions as they were in practically all important lumber regions in the United States.

It is of particular interest to note that mills in the principal southern pine producing states show increases while those in the north and west generally show decreases, but since the cut of these large mills, considered as a whole, decreased but slightly from 1919 to 1921, it appears reasonable to forecast that the lumber cut for 1921 will not differ greatly from that reported for 1919.

1922

41 DRY KILNS SOLD IN JULY

BOSTON, Aug. 14.—It is definitely reported that the B. F. Sturtevant Co. of Hyde Park, Boston, Mass. received orders for no less than 41 High Humidity Dry Kilns during the month of July. Some of these were repeat orders indicating the satisfaction these kilns have already given. One went to the Argentine where unusual tropical woods will be successfully dried and seasoned. The ever-increasing use of Sturtevant Kilns all over the country is due to the wonderful results obtained.

Green lumber straight from the saw can be thoroughly dried ready for shipping in from 3 to 30 days. Some manufacturers put their lumber in this Kiln already cut to size because there is no warping, checking or end splitting. Others use the Sturtevant Kiln for drying fine hardwoods because there is absolutely no case-hardening or honey-combing.

It is the rapid circulation of air of exactly the right temperature and humidity across both surfaces of every piece of lumber in the Kiln, that is responsible.

Recently a large electrical manufacturing concern found a quantity of quarter-sawn red oak on their hands that was badly case hardened and to all intents and purposes, useless.

Tests were carefully made which resulted in putting the whole of this case-hardened lumber in the High Humidity Dry Kiln. Practically every stick was recovered.

The Sturtevant Co. issue a comprehensive catalog dealing fully with the subject of lumber drying backed by government reports. If you write them for a copy of this catalogue, it will be sent you, free.

Reviewing the terms of the treaty, and showing the American people...

Send for Catalog 282



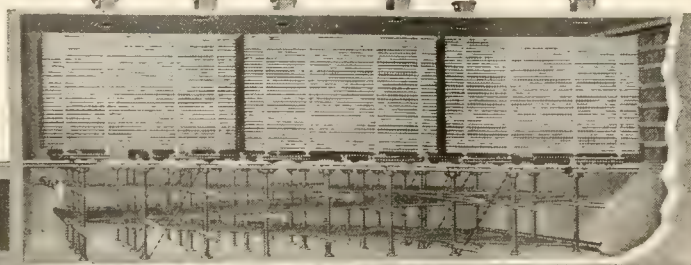
HIGH HUMIDITY DRY KILN

The Kiln with a circulation you can understand

HYDE PARK, BOSTON, MASS.

Dry Your Hardwoods in Moore Kilns

The illustration shows Moore's compartment kiln. We also build progressive kilns with our famous graduated heating system.



Then, you can be sure they are dried right—there will be no steady drain of losses through degrading. Moore kilns are built to suit the work they have to do—by thoroughly competent dry kiln engineers. We can convert your pine kilns to hardwood kilns at comparatively small expense.

Moore Dry Kiln Co.

"Kiln Builders Since 1879"

Jacksonville, Fla.

No. Portland, Ore.

National Opens Inspection to Consumers

The inspection service of the National Hardwood Lumber Association was opened to consumers on September 22. This was the result of unanimous action taken by the executive committee of the association at a meeting, with a full attendance, held in Chicago on that date.

For more than a year the executive committee and board of directors had had this plan under consideration, desiring to work out a practicable plan whereby consumers of hardwood lumber might secure official National inspection on direct application.

The annual address of Horace F. Taylor, former president, delivered at the twenty-fifth annual convention, contained some suggestions along this line, and the report of the committee on officers' reports referred these recommendations to the executive committee.

The formal notice of the opening of the service to consumers,

sent out by Frank F. Fish, secretary-treasurer, follows:

Following the suggestion contained in the annual address of former President Taylor, that a method be adopted by which buyers of lumber not members of the association may obtain the privilege of National inspection, the executive committee of the National Hardwood Lumber Association authorizes the following procedure:

That application for this class of inspection be made to the executive office of the National Hardwood Lumber Association with a complete statement of the facts surrounding the transaction, and if the desired inspections can be made without transgressing any of the established rules of the association, it be arranged for and carried into effect with the understanding that a reasonable charge shall be made by the association for its services, to cover cost of same, which charge shall be borne by the party applying for the inspection; this arrangement to continue in effect until rescinded by the board of managers of the association, in case its application appears impracticable.

Institute Holds Regional Meeting

Representatives of more than fifty hardwood manufacturing establishments of Louisiana, a majority of whom were executives, met at Alexandria in that state on September 22, with J. M. Pritchard, secretary-manager of the Hardwood Manufacturers' Institute, and chief of their inspection department, to discuss the inspection service of the institute and formulate plans for interpretations of the rules so that the manufacturers may plan the work from the stump to the shipping department in such a way as to reduce loss to the minimum for the general benefit of the public, the trade and the manufacturers themselves. Mr. Pritchard opened the discussion with an illustrated talk, in which he gave all the most accepted practical economies, new to many of the manufacturers, first, of cutting the logs; second, of sawing in its many details and, third, the inspection, making suggestions to enable all departments to better do their work with a view toward the final accomplishment of putting out the finished product to meet the requirements of the fabrication.

Cutting logs in the past has been done with a view toward getting the longest possible cuts, but Louisiana and Texas manufacturers say that in the future they will insist that their logs be cut with a view toward getting as much as possible of the lumber of even grade in the same piece, with the better qualities at the butt and the worst at the top. Much information was disseminated both by Mr. Pritchard and the manufacturers themselves about how to saw the logs in such a manner as to get the most quality and quantity when not at the sacrifice of quality. It developed that the different mills had used quite varied methods of handling different types of logs, as well as in the use of preserving the lumber after it had been sawed. There has been no attempt at establishing any new inspection rules, according to Mr. Pritchard, but the work here was merely to better acquaint all the manufacturers

with the interpretations and to familiarize all with the most efficient methods of meeting them without loss of resources. All those present at the conference were invited to be the guests of Hillyer-Deutsch-Edwards, Inc., Oakdale, La.; Sherrill Hardwood Lumber Company, Merryville, La.; Ferd Brenner Lumber Company and Brewer Nienstedt of Alexandria to a luncheon at the Hotel Bentley, where the meetings were held. Mr. Pritchard made a brief speech after the luncheon, in which he outlined the idea behind the institute. He assured everyone that the time has come when the ultimate consumer must be given serious consideration and an absolutely square deal, and that the greatest work of the institute will be to build up a service that will make the hardwood business an open and aboveboard affair, with efficient service to all parties concerned in any manner.

H. D. Edwards, chairman of the Louisiana membership committee, read a report that showed Louisiana well up with its percentage of memberships in the institute. A part of the afternoon was spent at the yards of the Ferd Brenner Lumber Company, where practical inspections were made and discussed. This brought out many interesting and none too well understood practices in modern inspection work.

Thomas H. Welsh Succumbs to Heart Disease

Thomas H. Welsh of the Welsh Brothers Lumber Company died here September 21 from violent illness attributable to heart disease, from which he had suffered for several years. Interment of his remains took place in Calvary cemetery the following day, after celebration of requiem mass and funeral services from the residence of his brother, J. W. Welsh.

The deceased came to Memphis about twenty years ago and remained with the Buffalo Hardwood Lumber Company at its

HOLLY RIDGE HARDWOODS



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HR

Gum Oak Ash Elm Cypress

HOLLY RIDGE LUMBER CO. Red Gum is produced from the choicest logs from our own stumpage.

Due to our modern Band Mills and our expert mill men, our lumber is manufactured perfectly.

Our experienced and efficient organization in yarding Red Gum has been a constant study with the Holly Ridge Lumber Co. We use nine sticks in stacking 16' lumber; 8 sticks for 14' and 7 sticks for 12', and, in addition, flue our lumber so as to permit the maximum passage of air.

We are confident we have achieved success in the manufacture and care of Gum and want to give you the opportunity of using our Red Gum so carefully prepared for your use.

BAND MILLS

HOLLY RIDGE, LA. ST. LANDRY, LA.
MONROE, LA. MEEKER, LA.

BRANCH SALES OFFICES

DETROIT, MICH. BALTIMORE, MD.
KANSAS CITY, MO. INDIANAPOLIS, IND.

HOLLY RIDGE LUMBER CO.

INCORPORATED

Main Office: LOUISVILLE, KENTUCKY



Manufacturers

Exporters

*"Good Gum"*

SOUTHERN HARDWOODS

Manufacturers

Exporters

*"Quality Quartered Oak"*

3/8" to 8/4"

SOUTHERN HARDWOODS

branch there for ten years. Later he joined his brother, J. W. Welch, in the Welsh Brothers Lumber Company.

He was born in Genesee, N. Y., 45 years ago. For some years he had suffered with heart trouble. He made several trips during the months preceding his death in the hope of improving his condition. Little more than a month ago he returned from Battle Creek and his family thought he was much improved until he was taken violently ill some days ago.

Mr. Welch was prominently identified with the lumber industry here. He was a member of the Lumbermen's Club of Memphis and took an active part in its affairs. He is survived by his widow, Mrs. Nina Daley Welch, and by three brothers: J. W., M. H. and R. J. Welch.

Sullivan Files Demurrer to U. S. Fraud Charges

Frank T. Sullivan, lumber dealer of Buffalo, N. Y., indicted with Ernest C. Morse and eight others by the special war fraud grand jury in what is known as the Phillips lumber case, involving approximately \$1,800,000, withdrew his plea of not guilty, entered some time ago, and filed a demurrer on September 19 to quash the indictment, pleading the statute of limitation as a bar to prosecution.

Contention by special prosecuting attorneys for the Department of Justice will be that the statute on an offense cannot run until discovery is made that an offense has been committed. No date has been set for a hearing on the demurrer.

The charge against Sullivan and the other was conspiracy, and grows out of alleged loss to the government in the sale of surplus hardwood lumber by the War Department, millions of feet of hardwood, it being claimed, were sold at less than softwood prices.

Clubs and Associations

Evansville Club Holds Fall Meeting

The first fall meeting of the Evansville Lumbermen's Club at Evansville, Ind., was held on Tuesday night, September 12, at the New Vendome hotel, and there was a large attendance. In the absence of J. C. Greer of the J. C. Greer Lumber Company, the president, Joe A. Waltman of the Evansville Band Mill Company, presided. Several visitors were present.

William S. Partington, secretary and treasurer of the club, read a letter from the National Retail Lumber Dealers' Association, asking him to send them the names of all retailers in the southern Indiana territory who use letterheads indicating that they operate sawmills when in fact they do not. This information will be turned over to the federal trades commission. The club unanimously voted to furnish the information, as the members felt it would be a step to prevent fraud and misrepresentation in trade. A vote of thanks was extended to the entertainment committee, of which Gus E. Bauman of the G. E. Bauman Hardwood Company is chairman, for the successful summer outing that was given on the steamer Verne Swain on the Ohio river last June. It was the most successful outing the club has ever held.

Secretary Partington reported that the embargo situation on logs on the railroads of the southern states is getting some better. Daniel Wertz of the Maley & Wertz Lumber Company, who is the chairman of the co-operative committee of the club, made a most interesting talk on trade conditions. He said that the settlement of the miners' strike and the virtual settlement of the railroad shopmen's strike will have a good effect upon the business world in the western states as well as in the whole country. He said there was a lot of building going on in the territory around Evansville and this in spite of the car shortage. He reported a scarcity of skilled workmen in many industries. Mr. Wertz said that the Evansville furniture factories have less lumber on hand now than they had a year ago, but in spite of this fact he did not look for them to buy in unusually big quantities, but probably to continue to buy cautiously for some time to come.

Hardwood Day at New Orleans Club

September 19 was "Hardwood day" at the regular weekly luncheon of the New Orleans Lumbermen's Club, with John M. Pritchard, secretary of the Hardwood Manufacturers' Institute, Chicago; F. K. Conn, Yazoo City, Miss., chairman of the membership committee, and other leading hardwood men in attendance, including C. H. Sherrill of New Orleans, who is president of the club, as well as the Institute.

The feature of the luncheon was a brief, pointed address by Secretary Pritchard, outlining both the "don'ts" and the "dos" for which the new Institute stands, and pointing out graphically a number of the more important problems with which it is confronted and which it hopes to solve and settle.

West Virginia Hardwoods

85 Per Cent
of All
Hardwoods
is
Consumed
in this
Territory



Oak
Yellow Poplar
Basswood
Maple
Chestnut, Beech
Birch, Cherry
Hickory, Ash
Walnut

WEST VIRGINIA has long been celebrated as a production area for QUALITY Hardwoods. Her geographical location lends itself to SERVICE, which is so necessary in these days of keen competition. When you want the happy combination of QUALITY and SERVICE it is yours for the asking.

The W. C. Barlett Lumber Co.

Charleston, West Virginia
BAND MILL—Spice Run, West Virginia

Eakin Lumber Company

MANUFACTURERS

West Virginia Hardwoods, Rough and Dressed
WESTON, WEST VIRGINIA

Mills: Sykes, W. Va. Shipping Point, Erbacon, W. Va.

American Column & Lbr. Co.

Brunson Building, Columbus, Ohio

Smoot Lumber Company

Cowen, West Virginia

Mfrs. Maple and Chestnut Lumber

The Meadow River Lumber Co.

Manufacture High Grade

Oak, Maple, Beech, Birch

FLOORING & HARDWOODS

RAINELLE, WEST VIRGINIA

Rockcastle Lumber Company

Headquarters

Huntington, West Virginia

Manufacturers W. Va. Hardwoods and Hemlock

MILL—Seth, West Virginia

Annual Capacity, 22,000,000 Feet

The Wilson Lumber Company

Wholesalers and Manufacturers

HARDWOODS

BAND MILL: Mill Creek, W. Va. OFFICE: Elkins, W. Va.

Sharpnack Lumber Company

M'frs BAND SAWED WEST VIRGINIA HARDWOODS

White Oak Red Oak Yellow Poplar Chestnut Basswood Beech Maple Hickory Walnut

Band Mill and M'ill Office: VERNER, Logan County, West Virginia

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HUNTINGTON, WEST VIRGINIA

(Address all inquiries to Huntington Office)

All lumber band sawed and of our own manufacture. We can ship straight cars of

14 to 84 of any grade in all kinds of lumber which we list.

ESTABLISHED 1867



INCORPORATED 1904

DRY HARDWOODS for IMMEDIATE SHIPMENT

No embargo here

INDIANA STOCK

WALNUT		PLAIN RED OAK	
Fair stock, all thicknesses and grades		1" FAS	1 car
		1" No. 1 Com.....	2 cars
		1" No. 2 Com.....	5 cars
		5/4" step plank....	1 car
		2 1/2" very choice....	1/2 car
ORD. WHITE OAK		ASH	
Fair stock, all thicknesses and grades		1" FAS	2 cars
		1" No. 2 Com.....	2 cars
		2 1/2" & 3" No. 2 C.	2 cars
POPLAR		ELM	
5/8"	3 cars	2 1/2" & 3" dry.....	3 cars
1"	2 cars		
1 1/4"	1/2 car		
BEECH			
5/8" No. 2 C&B...	3 cars		

BAND SAWED

MAPLE		PLAIN RED GUM	
3/8"	1 car	1" Com. & Btr....	1 car
5/8" wide	2 cars	QTD. RED GUM	
1", 12" and up....	1/2 car	1" Com. & Btr....	1 car
1" No. 1 C&B....	10 cars	SAP GUM	
6/4" C&B	3 cars	1" Com. & Btr....	1 car
BUTTERNUT		MIXED HARDWOODS	
1" No. 2 & Btr....	1 car	1" sound grade....	10 cars
BASSWOOD		ROTARY CUT POPLAR	
1" No. 2 & 3 Com..	2 cars	1/8"	3 cars
HICKORY		QTD. SAWED OAK	
1 1/2" & 2" No. 2		VENEER	
Com. & Btr....	3 cars	1/20"	2 cars

HOFFMAN BROTHERS COMPANY

Veneers, Hardwood Lumber

804 WEST MAIN STREET, FORT WAYNE, INDIANA

With the Trade

New Darnell Mill Ready in November

R. J. Darnell, Inc., according to Roland H. Darnell, president, will complete its single band mill and resaw at Darnell, La., on the Missouri Pacific system, in West Carroll Parish, La., by November 1 next, and will place it in operation at that time. It will have a daily capacity of 45,000 to 50,000 feet. It is being constructed so that another band saw and re-saw may be installed at will, practically doubling the indicated capacity. The management also announces that it is preparing to install a single hardwood flooring unit, to be operated in connection with the band mill, that will cut from 15,000 to 20,000 feet a day. When the second band saw is installed, another flooring unit will be added.

R. J. Darnell, Inc., will use this equipment for the development of 120,000,000 feet of timber on 15,000 acres it owns in the vicinity of Darnell. Sixty per cent of this is oak and 75 per cent of the oak, according to Mr. Darnell, is white. The company will specialize in thin stock for both the domestic and foreign trade, continuing to produce the same character of lumber as it manufactured at its double band mill at Batesville, Miss., before this was sold, about two years ago, to the Panola Lumber & Manufacturing Company, composed of Memphis lumbermen.

R. J. Darnell, Inc., still owns large timber holdings in the vicinity of Batesville, Miss., and it is, under the terms of the sale of its mills at that point to the Panola Lumber & Manufacturing Company, delivering logs to that firm.

Headquarters are maintained in the Bank of Commerce building, Memphis, and the output of the new plant at Darnell will be handled through the Memphis offices.

Teaching Lumber Inspection

J. D. Allen, Jr., of the F. E. Miller Lumber Company, Memphis, is serving as instructor of the Smith-Hughes lumber inspection class, conducted at the vocational school under the auspices of the Lumbermen's Club of Memphis. Classes will be held two or three nights each week, and Mr. Allen is planning to supplement technical or theoretical work with practical application of the rules as far as this can be done. Classes are now being held, but the term really opens October 1. There were 28 pupils last year, including one woman. It is doubtful if the enrollment will be quite so heavy this year. Inspectors turned out by this school are giving a good account of themselves.

Firm More Than Doubles Capital

The Erskine Williams Lumber Company at a recent meeting of the stockholders voted to increase its capital stock from \$25,000 to \$80,000, and it has filed application for an amendment to its charter seeking this increase. It has also opened yards at Mounds, Ill., which are in charge of C. J. Bernaeur, who has been elected vice-president. These yards are to facilitate delivery of lumber to consumers, with particular reference to oak, ash and cypress. This firm takes the output of two large band mills. G. F. Kerns was re-elected president, while Erskine Williams succeeds himself as secretary-treasurer.

Bellgrade Acquires New Tract of Hardwood

The Bellgrade Lumber Company, Memphis, Tenn., announces the purchase of 7,000 acres of hardwood timber lands in the vicinity of Cary, Miss., where one of its band mills is located. This is said to be the last large tract of virgin timber in that section. It is well timbered with oak, gum and cypress and contains a fair sprinkling of other hardwoods. This purchase brings the holdings of this company to 37,000 acres and insures a continuous supply for a practically indefinite period. The company is adding a re-saw at its Cary plant, and is making other improvements which will bring this to the same size and capacity as its larger mill at Louise, Miss.

New "Red Book" Issued

The Lumbermen's Credit Association, publisher of the "Red Book," has just recently supplied subscribers with the August, 1922, edition of its reference book.

The new book indicates many changes have taken place during the six months past. New ratings show radical changes in some cases. Through their semi-weekly change sheets the association has predicted and reported a great many failures. Numerous new concerns are shown in the August book, which makes a service of this kind valuable to lumbermen from a sales, as well as credit, standpoint. The "Red Book" was established in 1876.

Donald R. Brewster

Expert Consultant

OPERATION OF LUMBER DRY KILNS
28 Blymer Building, Cincinnati, Ohio
TRAINING OF KILN OPERATORS A SPECIALTY

YOUR BUSINESS AND HARDWOOD LUMBER

Those consumers of Hardwood Lumber who have recognized the effectiveness of well manufactured, properly dried and carefully graded lumber on both the quality of their product and production cost are numbered among the progressive, better known manufacturers.

From experience you have learned that certain Brands of Lumber produce better results than others. When good lumber is received at your cutting tables efficiency is automatically increased and the quality of your product improved.

Your business will benefit through the purchase of Good Lumber from a dependable source. This is offered by the

PEARL RIVER VALLEY LUMBER COMPANY

MANUFACTURERS



HANDSAWN HARDWOODS

HAMMOND, LA.

North Adopts New Log Grading Rules

The most important accomplishment of the annual meeting of the Northern Logging Congress at the Pfister Hotel in Milwaukee, Wis., September 7 and 8, was the adoption of rules for the grading and scaling of hardwood saw logs. These rules, which were prepared by a committee comprising W. A. Holt, chairman; S. D. Switzer, O. E. Knoke, E. B. Boyd and P. S. McLaugh, received the unanimous endorsement of the Congress, with the provision that they are to be given a year's trial, after which they are to be considered in the light of this trial and revised where necessary.

The Congress, representing the logging interests of Wisconsin, Michigan and Minnesota, devoted a good deal of its time, under the leadership of S. D. Switzer of Wabeno, Wis., president, to a discussion of the labor problem. The consensus of opinion was that little relief from the shortage of men can be expected until the middle of October, when the harvest and road building season has virtually ended. It was concluded that in the meantime the effort to attract men into the northern woods by high wages would be futile. It was therefore resolved that wages should be maintained on the present scale—that is, a minimum of \$30 a month in Minnesota, and \$35 for common labor and \$40 for sawyers in the Wisconsin-Michigan territory—for another thirty days. It is anticipated that at the end of that period the congress will again assemble to consider the wage scale.

The chief feature of the annual address of President Switzer was a recommendation of the piece work principle as "the most effective plan for stimulating production in the logging industry, for creating greater contentment and better morale on the part of the men" through "increased pay for increased work."

Gilmor Becomes President

The election of officers for the ensuing year resulted as follows: President—F. H. Gilmor of the Virginia & Rainy Lake Company, Cusson, Minn.

Vice-president—John Landen of the Medford Lumber Company, Medford, Wis.

Treasurer—C. H. Lang of the Houghton Lumber Company, Houghton, Mich.

Secretary—Roy V. Norbeck, Minneapolis, Minn. (re-elected).

Executive committee—H. S. Gilkey of Pendleton & Gilkey, Minneapolis, Minn., representing the Minnesota Loggers' Association; W. J. Maitland of the Park Falls Lumber Company, Park Falls, Wis., representing the Northern Wisconsin Loggers' Association; L. Peterson of the Langlade Lumber Company, Antigo, Wis., representing the Central Wisconsin Loggers' Association; W. E. Hollenbeck of the J. W. Wells Lumber Company, Iron Mountain, Mich., representing the Northeastern Wisconsin Loggers' Association, and W. F. Merrill of the Worcester Lumber Company, Chassell, Mich., representing the Upper Peninsula Loggers' Association.

New Grading and Scaling Rules

The text of the recommendation containing the newly adopted grading and scaling rules for saw logs is as follows:

The inspection or grading of logs is necessarily a matter of judgment in determining from the outside appearance of the log the seriousness of defect and the adaptability for lumber of different grades or for other purposes.

In determining the grade of a log the entire surface, which includes both ends, must be taken into consideration and inspectors must use their best judgment in determining the seriousness of each and every defect in and on the log.

On account of knots and other defects frequently being under the log, imbedded in the ground or hidden from view between logs which are closely bulked, inspectors will put all line logs or logs on which there is a reasonable question as to grade into the lower grade which is in question.

Standard lengths shall be 10, 12, 14 and 16 feet; 50 per cent or more shall be 14 and 16 feet and not over 5 per cent shall be 10 feet long. All logs must be cut 2 inches longer than specified lengths to allow for properly trimming the lumber. All logs must be measured at the small end, inside the bark, and any dead logs inside the stain or doty or rotten sap, and all fractions of an inch must be called back to the next lowest figure.

Deductions must be made from the above measurements for any and all defects as hereinafter stated. All logs should be straight, or due allowance must be made in grade and measurement for crooked logs. All logs must be scaled for what they will produce of 10 feet and longer lumber, no shorter lumber being considered in the scale. Logs less than standard length to be scaled as the next shorter standard length.

An allowance is to be made in the measurement of hollow logs to compensate fully for the loss in lumber scale. A reduction is to be made in the measurement or grade (or both) of loose hearted or shaky logs or logs which have puffed open or split open on the ends. Bulges and irregular-

ities on the bark surface of a log are practically conclusive evidence of some hidden serious defect, and are to be given careful consideration by the inspector in grading logs.

Ring shake and mineral streaks are very serious defects, and inspectors will carefully consider same according to extent and damage, both for grade and measurement.

All stump shot logs must be saw trimmed to make ends smooth.

It is understood that a woods run of logs is to contain the full amount of good logs which the standing timber will produce, and that no large or high grade logs are to be separated from the woods run of logs.

Any defects not mentioned in these rules are to be considered by the inspector according to their damage to the logs. The term "merchantable" means logs of Nos. 1 and 2 grades together.

The standard measure for a standard defect is a sound, bright knot with a maximum diameter of not more than three inches. Where the rules call for its equivalent, it is understood to mean its equivalent of damage to the product of the log.

These rules describe the poorest log in any grade, but each grade must contain all logs up to the next highest grade.

Grading Rules for Birch, Basswood, Ash, Oak, Rock and Soft Elm.

Hard and Soft Maple

No. 1 Logs—Should be cut from live timber, 12 inches and larger in diameter at top, standard lengths, of generally smooth appearance, sound and reasonably straight.

Logs from 12 inches up to 14 inches in diameter will permit of one standard defect or its equivalent, and hollow or rotten or shaky hearts not exceeding 10 per cent of the diameter of the log.

Logs 14 inches up to 17 inches in diameter will permit of two standard defects or their equivalents, and hollow or rotten or shaky hearts not exceeding 15 per cent of the diameter of the log.

Logs 17 inches and up in diameter will permit three standard defects or their equivalents, and hollow or rotten or shaky hearts not exceeding 20 per cent of the diameter of the log.

No. 2 Logs—Standard lengths, cut from live timber, 8 inches and larger in diameter, or logs less than 10 inches to be surfaced clear, straight and sound. Ten inches and over must be reasonably straight, no rough top logs, no rotten or hollow or shaky hearts that do not have more than 6 inches of sound wood around the hollow, rot or shake.

No. 3 Logs—Rough top logs, 8 inches and larger, excessive shake, crack or mineral shakes, large hollow, rotten or shaky butts, numerous large knots, logs cut from dead timber, but which are sound except for sap rot. No logs smaller than 8 inches permitted in any grade except by specific agreement.

Chills—Rough top logs, very crooked, very rotten, very doty or very shaky are not admissible in any grade and must be inspected and scaled by specific agreement only.

Runaway Lumber Market Unlikely, Survey Indicates

Emphatic denial that there is likely to be a so-called runaway lumber market consequent upon heavy building operations, large demand for lumber and transportation difficulties occasioned by the coal and railway strikes is expressed by the National Lumber Manufacturers' Association after a nationwide survey in ascertaining the facts as to present lumber conditions and lumber prices.

The general tenor of the reports received by telegraph is:

First—That there have been only small changes—ranging from negligible amounts up to 23 per cent increases and some decreases in prices, at the sawmills, of lumber since January 1.

Second—That the increasing wages paid to labor and other items of production cost and, in many instances, fictitious demand caused by excessive anticipatory buying have accounted for most, if not all, of the price increases.

Third—That in some instances manufacturers have been selling lumber at a loss, at the sawmills.

Fourth—That the unusually large volume of orders, together with restrictions imposed on shipments in many localities by transportation deficiencies (and on production by forest fires in the far Northwest and elsewhere by local labor shortages), has established a tendency for advancing prices.

Fifth—That the large producers of lumber everywhere are opposed to a rapidly rising market and are individually pursuing policies designed to avoid it, which include a universal effort to speed up production. No general or concerted action to check price advances at the mills is, legally possible, and none, therefore, is being undertaken.

Among those reporting on behalf of the hardwood branch of the industry are:

Millmen Don't Want Boom Market

(From J. C. Knox, secretary, Michigan Hardwood Manufacturers' Association, Cadillac, Mich.)

No indications in Michigan of a runaway market. Increase in lumber prices from low point reached last winter was inevitable, as lumber was then sold at least as low as cost of production. The increases, which will not average 15 per cent, are justifiable and necessary to the industry. The manufacturing lumbermen will do all they can by increasing their output to prevent a runaway market which they realize is an unhealthy condition. The transportation facilities in the Lower Peninsula are fairly good. Car supply is somewhat short in the Upper Peninsula.

(Continued on page 42)

Veneer and Panel Rate Suit Won

Commission Finds Present Tariffs "Unduly Prejudicial to Shippers of Veneer and Built-Up Woods;" Reparations Provided For

Sweeping revisions of freight rates on veneers and built-up woods from points in southern, western and mountain-Pacific states, have been ordered by the Interstate Commerce Commission, as a result of the suit of the National Veneer & Panel Manufacturers' Association, et al. vs. Aberdeen & Rockfish, et al., which will result in the saving of hundreds of thousands of dollars to veneer shippers in the future as well as afford an opportunity for them to recover on previous shipments, which the Commission has ruled are excessive. The suit was handled for the Association by the Southern Hardwood Traffic Association.

The Commission found in the case cited that veneer and built-up wood rates are "unduly prejudicial to shippers of veneer and built-up woods and are preferential to lumber shippers."

The Commission held that a rate of 15 (fifteen) per cent on veneers above the regular lumber rate was a fair and equitable rate and that reparation should be made by roads on rates over and above this figure. To secure this reparation, veneer shippers, must, however, comply with Rule V of the Rules of Practice and must file suit during the statutory period.

The decision is of such importance to the veneer and built-up woods industry that **HARDWOOD RECORD** is printing the Commission's report and findings as fully as its space will permit. The findings cover dockets 12887, 12713, 12714, 12715 and 12731.

Text of the Decision

The opinion of the Commission, rendered on Sept. 22, is as follows:

"The Commission should find in docket 12887 that the rates assailed, except as hereinafter stated, have not been shown to be unreasonable, but that from points of origin in eastern, southern, western and mountain-Pacific groups, designated in appendix, to all points with said groups, they are now and in the future will be unduly prejudicial to shippers of veneer and built-up wood and unduly preferential of shippers of lumber within the said groups to the extent that they exceed or may exceed on veneer and built-up wood of all thicknesses when manufactured from figured woods or woods of value rates on lumber by more than 15 per cent; on veneer of all thicknesses manufactured from all other woods the rates on lumber; and on built-up wood manufactured from such veneer rates 10 per cent above the lumber rates.

"In docket 12713, the Commission should find that the rates on veneer lumber from Trumann, Ark., and Cairo, Ill., to New Orleans, La., and Mobile, Ala., are now and in the future will be unreasonable to the extent that they exceed on unfigured veneer, the lumber rates and on figured veneer rates 15 per cent above the rates on lumber.

Entitled to Reparation

"In docket 12714 and 12731, the Commission should find that the rates charged on shipments of veneer lumber, rotary cut, unfigured, from Cairo, Ill., to St. Johns, Quebec, and on veneer from Cairo to South Bend were, are and in the future will be unreasonable to the extent that they exceeded, exceed or may exceed rates

on lumber and that the rates on veneer lumber, figured, from Cairo to St. Johns and South Bend have been, are now and will continue to be unreasonable to the extent that they exceeded, exceed or may exceed the lumber rates by more than 15 per cent; that complainant made the shipments as described and paid and bore the charges thereon; that it has been damaged thereby in an amount equal to the difference between the charges paid and those which would have accrued at the rates herein found reasonable; and that it is entitled to reparation with interest on shipments made during the statutory period. Complainant should comply with Rule V of the Rules of Practice.

"In docket 12715, the Commission should find that the carload rates charged on shipments of veneer lumber unfigured, from Trumann, Ark., to South Bend, Ind., were, are and in the future will be unreasonable to the extent that they exceeded, exceed or may exceed rates on lumber from the same point of origin to the same destination; that complainants made the shipments as described and paid and bore the charges thereon; that they were damaged thereby in an amount equal to the difference between the charges paid and those which have accrued at the rates herein found reasonable; and that they are entitled to reparation with interest on shipments made during the statutory period. Complainants should comply with Rule V of the Rules of Practice."

Package Manufacturers to Visit Merritt Plant

A feature of the fall meeting of the National Basket and Fruit Package Association, which will be held at the Hotel Statler, Buffalo, N. Y., October 10, 11 and 12, will be a visit to the plant of the Merritt Engineering & Sales Co., Lockport, N. Y. This visit will be made in connection with an outing and automobile trip to Niagara Falls, Lockport and the Niagara frontier on the last day of the convention, Thursday, October 12. L. G. Merritt of the Merritt Engineering & Sales Co., who is on the entertainment committee of the New York State Club of the basket and package makers' association, arranged this visit as a part of the entertainment of the visitors.

New Veneer Plant Nearly Completed

The plant of the Elmore Veneer Co., at Oconto, Wis., now under construction, is nearly completed, according to officers of the company. The main building housing both the warehouse and the mill will be 90x150 feet. It is a one story structure located near the old Spies shingle mill on East Main street. J. O. Atwater, general manager of the mill, has stated that the company expects the building to be completed and ready for the installation of machinery on November 1. At that time, the mill in Elmore, Ohio, will be dismantled and machinery and fixtures moved to Oconto.

Receives Coal to Resume Work

The Winnebago Furniture Co., of Fond du Lac, has resumed operations after a week's shutdown occasioned by lack of coal. The company has received two cars of coal, a sufficient quantity to insure operations for several weeks, according to officials. Workmen who left Fond du Lac when the plant closed, have been sent for, and the full complement of help will be at work shortly.



On the Back of Your Veneered
Tops and Panels
Means Guaranteed Quality

Daniel Webster
was a mighty solid citizen, yet
he was a staunch advocate
and user of veneered furniture

AND out at Sudbury, Massachusetts, at the old Wayside Inn, you may still see the desk at which Webster sat, and wrote, and thought. It is still there—intact as of yore. The desk was built of Plywood-Veneer, fortified and reinforced in its essential parts the same as the best construction of today. In fact, the great majority of the fine old furniture of the good old days was built, **USING PLYWOOD OR BUILT-UP STOCK.**

The plywood used in the desk belonging to Daniel Webster was no doubt made by the slow and careful hand process and it probably took a week of labor to accomplish

the building of one desk. Today, in a week's time the New Albany Veneering Co. can build the plywood for several thousand desks and can build it better too.

When you think of the **BEST** plywood, built as it ought to be, you should then remember that right here in New Albany is the plant that makes just that kind, and no other kind. The largest and most complete plywood plant in the world. Not in the U. S. merely, but in the world.

New Albany Veneering Company
New Albany, Indiana

Rotary Cut Box Lumber Club Joins Institute

The Rotary Cut Box Lumber Manufacturers held the first monthly meeting they have had for upward of six months at the St. Charles Hotel, New Orleans, September 19, elected new officers and voted unanimously to affiliate with the new Hardwood Manufacturers' Institute.

The Rotary Cut Box Lumber Manufacturers' Association, which formerly met monthly at New Orleans, was an associate member of the old American Hardwood Manufacturers' Association. When that organization went out of existence six months or more ago, the box lumbermen, in the language of one of their spokesmen, "were an orphan without a guardian." The members at the New Orleans meeting on September 19 voted to come into the Institute as a class "B" member, which is provided for such associated industries.

E. B. Martin, of the Martin Veneer Company, Pascagoula, Miss., and chairman of the association, called the meeting to order and the delegates got right down to business with the usual enthusiasm.

The first matter up was the election of officers and this election resulted as follows: chairman, W. D. Hayes, Neal Veneer Company, Brewton, Ala.; and the governing committee—Messrs. Hayes, Martin; C. B. Ashbrook, Mississippi Veneer Co., Sandersville, Miss.; John Lindsey, Jr., Lindsey Lumber Company, Laurel, Miss.; H. J. Wilson, Hazlehurst, Miss. and Charles Lohmon, Hope Veneer Company, Hammond, La.

The various talks were brief and snappy, being confined mostly to the hopes and aspirations which the Rotary Cut Box Lumber Manufacturers' entertain from an association with the Hardwood Manufacturers' Institute, which was hailed by more than one enthusiastic association spokesman as symbolizing the "dawn of a new day."

John M. Pritchard, secretary of the Institute, is also secretary of the Rotary Cut Box Lumber Manufacturers' Association, and was present for the New Orleans meeting.

Manufacturers Issue Folder on "Real Walnut Furniture"

A striking feature of the new nation-wide publicity campaign of the American Walnut Manufacturers' Association is a large four-page folder just issued under the heading, "Real American Walnut Furniture—how to identify the genuine and avoid the substitute."

The association, according to George N. Lamb, secretary, plans to distribute thousands of these folders to the retail furniture dealers of the country and through them to the public. They are designed to be of great assistance in promoting the sale of walnut furniture to the public and thus should benefit the retailer and in turn the furniture manufacturers.

The folder undertakes to tell the prospective buyer of furniture about "The Wood Itself," about "Walnut Plywood Panels," "How to Judge an Individual Piece of Furniture," describes the "Proper Classification of Walnut Furniture" and concludes with a number of striking reasons why walnut furniture is desirable.

The section of the folder which describes the appearance and properties of the wood is thoroughly illustrated with photographs of the various kinds of typical figures found in walnut wood, as well as the characteristic and identifying grain. Also, photographs of cross sections of walnut under the microscope, revealing the cellular structure, are used.

Another illustration shows a section of a walnut plywood panel, with each component part of the panel carefully described.

Illustrations are also used to show "How to Judge an Individual Piece of Furniture." The various parts of a bed, table, dresser and chair are lettered and the public shown how to proceed to determine for himself whether these parts are real walnut or not.

Seibel One of Furniture Plant Organizers

Frank H. Seibel, for many years superintendent of the plant of the F. Eggers Veneer Seating Co., at Two Rivers, Wis., is one of the organizers of a new furniture company at New Albany, Ind. Mr. Seibel, an expert in the veneer and furniture manufacturing business, left Two Rivers about ten years ago and was connected with the Plumbers Woodworking Company at Algoma. Later he moved to Grand Rapids, Mich., where he remained until he accepted a position with a large concern at New Albany, Ind.

Advices from New Albany state that the Conner Furniture Company has filed articles of incorporation with the Secretary of State and has leased the factory building at East Fifth and Oak Streets, which was occupied for many years by the Henry Klerner Furni-

ture Company and later by the Period Cabinet Company, which recently has been using the buildings for warehouse purposes.

The capital stock of the corporation is \$25,000 and the incorporators are Jefferson T. Conner, Frank H. Seibel and William H. Klerner. Mr. Conner is president of the company; Mr. Seibel, vice-president and manager, and Mr. Klerner, secretary.

The company will engage in the manufacture of period and other furniture and will begin installing its machinery next week. Mr. Seibel said Saturday that the new company would be ready for operations within four or five weeks, giving employment to a force of men that will be increased from time to time.

The Wisconsin Chest & Cabinet Co., Sheboygan, has been incorporated with \$10,000 capital stock by W. E. Bendler, G. J. Hahn, H. J. Meerdink and J. Starich to manufacture wooden cabinets, etc.

Articles of incorporation have been filed by the Waukesha Woodwork Co., Waukesha. The corporation has \$10,000 capital stock and the incorporators are William H. Madden, Gaetano V. Rucci and Sylvester A. Snyder.

A Unique Bid for Logs

One of the interesting exhibits at the Kentucky State Fair in Louisville was a small sawmill unit operated by a Fordson Tractor, and the unusual feature about this was a billboard announcement that it was being demonstrated by the Wood-Mosaic Co., who are cash buyers of logs and timber. It was simply a unique bid for logs and farm lot timber tracts by the Wood-Mosaic Co., who are large buyers of timber for sawmill purposes and for veneer making and are always scouring the country for new supplies of good timber, making a feature of walnut, but using almost every kind of native commercial wood.

The Webster Manufacturing Co., of Chicago, Ill., has secured the contract for the installation of a conveyor at the plant of the Roddis Lumber & Veneer Co., Marshfield, Wis.

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*

Nature's Art

"I think that I shall never see
A poem lovely as a tree."

By JOYCE KILMER,
A young American poet who gave his life in Flanders

CONSIDER the sheer beauty of Willey's rare veneers. Tracery as delicate as frostwork on a window pane, designs as intricately graceful as a Moorish arabesque, can be found hidden in the heart of a tree.

Engraved by the slow-fingered years, each pattern unique as a finger-print of Father Time himself, these treasures of the woods have been gathered from far and near.

Willey's Veneer Plant has the largest existing collection of these natural art treasures from the world's forests. The inherent beauty of each specimen is revealed and enhanced in the highest degree by the work of our skilled artisans.

Willey's Veneers enrich the interiors of countless superb buildings, elegant apartments, and cozy homes. The polished and paneled background of civilization, from the Middle Ages until the present time, has been wrought from the heart of a tree.

Endless variety from which to choose the grain and texture best fitted for your special use, expert preparation and speedy delivery to supply your special need—these are features of Willey's service, which we will gladly place at your disposal.

C. L. WILLEY COMPANY

2558 South Robey Street
CHICAGO

W. T. MOORE
Sales Representative for
Michigan
110 Pearl Street
Grand Rapids, Mich.

W. B. Van
Eastern Sales
Representative
Everett Hotel,
Jamestown, N. Y.

AS OLIVER WENDELL HOLMES wisely said: "Knowledge and timber shouldn't be much used till they are seasoned."

Our seasoned knowledge and our seasoned samples are at your disposal. Write us concerning your requirements.

Fine woods inspire fine craftsmanship. Beautiful figures like the above, wrought into your work, will add greatly to your prestige with your customers.

Veneer & Lumber

Walnut

American and Circassian

Mahogany

Quartered Oak

English Oak

Satinwood

Vermilion

Teak

Rosewood

And Many Other Foreign
and Domestic Woods



(1855)

Evansville Furniture Market Well Attended

The semi-annual furniture and stove market at Evansville, Ind., that was held from Monday, September 11, to Saturday, September 16, was a success and the manufacturers expressed themselves as being well pleased with the results. The exhibits were held in three of the largest buildings in the city. The market was given under the auspices of the Evansville Furniture Manufacturers' Association, of which John C. Keller is secretary and traffic commissioner.

Buyers came from many states and from Mexico. An especial effort was made this year to get the Mexican merchants interested in the market and special invitations, written and printed in Spanish, were sent to them. The Mexican retailers who came to the market expressed surprise at the size of the exhibits and the various lines to select from.

Sixty-five Evansville furniture and stove manufacturers had exhibits on display and the number of out of town exhibitors was larger than at the previous markets. The Evansville, business men joined hands with the manufacturers to entertain the visitors and buyers and there was some special form of entertainment each day of the market. On Thursday afternoon of the week there was a stag frolic on the steamer Verne Swain on the Ohio river, which proved to be a most delightful affair. The boat went down the river as far as the new three million dollar government dam. At the close of the market it was stated that the sales were larger than at any previous market given in Evansville. The furniture and stove manufacturers who secured large orders announced that they would be able to run their plants for several months to come in order to fill these orders. Between 200 and 300 buyers registered at the market. The manufacturers expressed the belief that the market will have a most stimulating effect upon the retail trade for several months to come. The sales at the market were not only greater in number but the volume of business done was a great deal larger than at the market that was given last March.

Mexicans Impressed With States

Some of the Mexican retailers who visited the market said that they would become regular attendants at the Evansville market in the future. The Mexicans were well impressed with the United States and remarked that if the United States would only recognize the Obregon government that their country would prosper as it had never done before.

Following is a partial list of exhibitors on the market: Crescent Furniture Co., United States Furniture Co., Universal Furniture Co., Buehner Chair Co., Evansville Table Co., Karges Furniture Co., Crown Chair Co., Wemyss Furniture Co., Specialty Furniture Co., Indiana Furniture Co., Evansville Mattress & Couch Co., Quality Furniture Co., National Furniture Co., Evansville Desk Co., P. H. Reddinger Mfg. Co., August Hausske Company, Chicago, Fenske Brothers, Chicago, Illinois, Lloyd Mfg. Co., Menominee, Mich., Shaaf & Schnaus Mfg. Co., Jasper, Ind., Hood Chair Co., London, Tenn., The Marstall Furniture Co., Henderson, Ky., Hannahs Mfg. Co., Kenosha, Wis., Alaska Refrigerator Co., Muskegon, Mich.

Globe-Bosse-World Furniture Co., Evansville Furniture Co., Imperial Desk Co., Bockstege Furniture Co., Peabody School Mfg. Co., North Manchester, Ind., Sanitary Refrigerator Co., Fond du Lac, Wis., Troy Chair Co., Troy, Ind., Midland Furniture Co.

Wertz-Klamer Furniture Co., O. A. Klamer Furniture Co., Monitor Furniture Co., Klamer-Goebel Furniture Co., Schelosky Table Co., National Furniture Co., Crescent Upholstering Co., Reinacker Mfg. Co., Ferdinand, Ind.

Officers of the Market

The officers and committees of the market were as follows: President, E. F. Karges; Vice-President, E. K. Scherer; Treasurer, E. A. Schor; Secretary-Commissioner, J. C. Keller. Directors, C. B. Noelting, E. W. Ploeger, E. C. Schu, G. J. Zurstadt. Market Executive Committee: G. E. Riechmann, Chmn; E. F. Diekmann, W. P. Krach, F. L. Schneiter, A. W. Schoettlin. Advertising Committee: H. L. Guth, Chairman; J. W. Boehne, Jr., W. V. Dixon, E. H. Noelting, E. C. Schu. Entertainment Committee: C. M. Frisse, Chairman; F. W. Bockstege, E. F. Diekmann, H. J. Karges, A. W. Schoettlin. J. C. Keller, General Secretary.

Charles W. Talge, who for many years was owner and manager of the Evansville Veneer Company at Evansville, Ind., who is now living a retired life at Los Angeles, Cal., was in Evansville a few days ago renewing old acquaintances. He is enjoying good health.

Albert F. Karges, president of the Karges Furniture Company at Evansville, Ind., who for several years has been vice-president of the Globe-Bosse-World Furniture Company in that city, has been elected as president of the Globe-Bosse-World Furniture Company. He takes the place of the late Benjamin Bosse, mayor of Evansville, who died in April last. Mayor Bosse helped to organize the Globe-Bosse-World Furniture Company and was its first president, which position he held up to his death. Charles M. Frisse has been re-elected secretary of the company and Edward W. Ploeger has been chosen again as treasurer, which position he has held for many years. Mrs. Anna Bosse, widow of the late Mayor Bosse, has been elected chairman of the board of directors. Mayor Bosse was a controlling factor in more than twenty-five leading industries in Evansville and his estate was valued at more than a million dollars. It is understood that Mrs. Bosse will assume a leading part in managing the affairs of many of the various industries.

Correction

In Hardwood Record's September 10th issue appeared the following item under the heading "Huddleston Purchases Big Mill:"

"The plant is to be operated by the R. S. Huddleston Mahogany Company, which is now being organized, but the personnel of which is not yet quite complete."

This statement was incorrect for as noted in our issue of July 25, 1922, the Huddleston Mahogany Company, Inc., was incorporated in May, 1922, with the following officers: R. S. Huddleston, president; Ira Johnson, vice-president; D. W. Walker, treasurer, and R. P. Huddleston, secretary.

The general headquarters of the firm are located at the plant at Norfolk, Va., with sales office at 350 Madison avenue, New York. In addition to the plant purchased and remodeled, plans are now being prepared for the installing of a fully equipped veneer mill.

The company will specialize in genuine mahogany and in addition will carry on a general topical or finished wood business.

Have you ever looked at our line
— of —

American Walnut
Mahogany
Figured Red Gum

Good Selections at Most Interesting Prices

THE LOUISVILLE VENEER MILLS
Operating Veneer Saws, Slicers, Rotary Machines
LOUISVILLE, KENTUCKY

Owners of 800 Million Feet of Mahogany

located in Southern Mexico, desire to negotiate with a reliable, financially responsible and thoroughly experienced American Hardwoods manufacturer for the purpose of contracting for the manufacture of this Mahogany and other Hardwoods by American methods and practices. We want to contract on the basis of so much per thousand feet.

Stumpage is located in a healthy section with altitude of from two to three thousand feet. Abundance of native labor. In addition to Mahogany there are twenty other varieties of Hardwoods, including satinwood, rosewood, cedars (lead pencil and cigar box), lignum vitae, ebony, and many other Hardwoods un-

known to the markets of the world, running into many hundreds of million feet. We will provide railway facilities to the timber tract but operating concern must provide its own logging roads throughout the tract.

In addition to contractual price we will pay a handsome bonus. We have practically unlimited financial resources and are engaged in other activities. We will only negotiate with a company who is financially sound and is prepared to take advantage of an unusual opportunity for making money.

Please establish contact with

A. C. CAMERON

609 Railway Exchange Building, Chicago, Illinois

(Continued from page 35)

Prices Now Near Cost of Production

(From Northern Hemlock & Hardwood Manufacturers' Association, Oshkosh, Wis.)

Our average advance since the low point a year ago is about 85 at mill, \$4.50 at point of delivery. Production costs by reason of wage increases have advanced in last three months at least 84 and further advances in costs are certain. Even on the low costs of a year ago lumber was sold at a marked loss. Sales prices of today and producing costs are very close together. We should have further moderate advance on basis of present producing costs. Production will be rushed to meet demand, but labor scarcity has reduced normal production at least one-fourth. Nothing we can do will prevent buyers from bidding for lumber. That will advance prices. Increased prices will reduce demand and increased production and higher prices will bring demand and production together and result in eventual lower prices. We would regret a runaway market and manufacturers undoubtedly will do everything possible to prevent it. So far as buyers are buying beyond present requirements in anticipation of a shortage, they are creating an abnormal demand at the present moment. We suggest that contractors and others use lowest grades if possible, thus helping situation by curtailing demand for upper grades. Our output is normally relatively small and meets southern and western lumber in active competition at all times.

To Interest of All to Avoid Runaway Market

(From a Southern Hardwood Manufacturer)

It is my personal view that at the present time there is not a great tendency for prices in hardwood lumber to advance excepting on some items which may be exceptionally in demand and short in stock. It is a fact, however, that there is every reason to believe that we are facing a very severe car shortage, and in former years when there was a serious car shortage, it had the tendency to bring about higher prices, because the buyers would offer premiums in cases where shipments could be obtained and, moreover, during periods of extreme car shortage, the buyers place orders far in excess of their actual needs and this in itself creates temporarily an abnormal demand.

We recognize that a runaway market is a detriment to the industry and a number of hardwood producers have urged that the shippers of hardwoods do everything in their power to prevent any rapid advances in prices, or in other words, the leading hardwood producers realize that everything that can be done legally should be done to stabilize prices and to avoid sharp fluctuations which are so disastrous to the industry.

Cabinet Company Bankrupt

The Mills Cabinet Co., an Illinois corporation, with factories and headquarters at Racine, Wis., filed a voluntary petition in bankruptcy in Federal court at Milwaukee on Tuesday, Sept. 19. Liabilities are listed at \$110,304 and assets \$111,268. The latter include stock, \$72,798, and machinery, \$34,560. The manufacturers' National Bank of Racine is listed as an unsecured creditor for demand notes of \$30,800 and for secured claims of \$3,943. The Century Trust & Savings Bank, Chicago, is an unsecured creditor for \$10,000, and holds securities for \$27,078, the schedule shows. The petition also recites that \$1,775 is due in wages to 50 employees. Almer Coe is president and William S. Hubbard treasurer of the company.

Rotary Cut NORTHERN VENEERS

Members of
Maple Flooring
Mfrs.' Assn.

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers. We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring.

GET OUR PRICES

The Northwestern Cooperage & Lumber Company
Gladstone, Michigan

CHICAGO OFFICES:
812 Menadnock Block

"Casco"
for
better product

YOUR confidence in your
product is shared by your cus-
tomer when he knows that



grips the Veneers or the joints.
Casco-made woodwork can be
subjected to extreme varia-
tions in temperature and mois-
ture without fear of separation.

"CASCO" is

Incredibly Strong
Mixed in Cold Water
Most Economical

Write for "CASCO"
Rea Book—a man-
ual on Veneers,
Panel Making and
Glue.

Samples of "CASCO"
on request.

THE CASEIN MANUFACTURING COMPANY

Largest and Longest Established Manufacturers of
Casein Products in America

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

An Unusual Offer

25,000,000 feet of DRY MAHOGANY LUMBER and other Hardwoods together with sundry other Mahogany, Walnut and VENEERS.

We announce the purchase of the entire stock of

Dry Mahogany and Hardwoods

of The Columbia Graphophone Mfg. Company, Baltimore, Md., consisting of

Mahogany.....	over 60	carloads
Walnut	" 50	"
Qtd. Oak	" 40	"
Qtd. Gum.....	" 90	"
Poplar	" 40	"
Chestnut	" 90	"

Our purchase permits us to offer Dealers and large Consumers, in car lots, this thoroughly air-dried, (3 to 4 years on sticks) lot of Hardwoods at the present low-level prices. Re-measured and re-inspected under National inspection rules.

Orders now being booked

Veneers

5 Million feet	Poplar		10 MILLION FEET
1 " " ..	Qtd. Oak	and	MAHOGANY
3 " "	Gum		VENEER
3 " "	Walnut		

These veneers will be placed on sale October 1st.

The MAHOGANY veneers comprise every character of figure, Plain, Stripe, Broken Stripes, Mottles, Etc.

Prices, from \$6.00 per M upwards

Write us for full particulars

ICHABOD T. WILLIAMS & SON

220 Eleventh Avenue, New York City



Pickrel Walnut Veneers

Typify
Good Merchandising

FIRST—because we insist that our customers shall have what they want, not what we want to sell them. A constant reserve of 6,000,000 to 7,000,000 feet of carefully chosen veneers gives sufficient assurance.

SECOND—because our logs are chosen over a vast territory and our buyers are governed by the needs of the trade.

THIRD—because a rigorous and thoroughly experienced supervision of manufacture will not permit anything but the best in veneers to come from those hand-picked logs and—

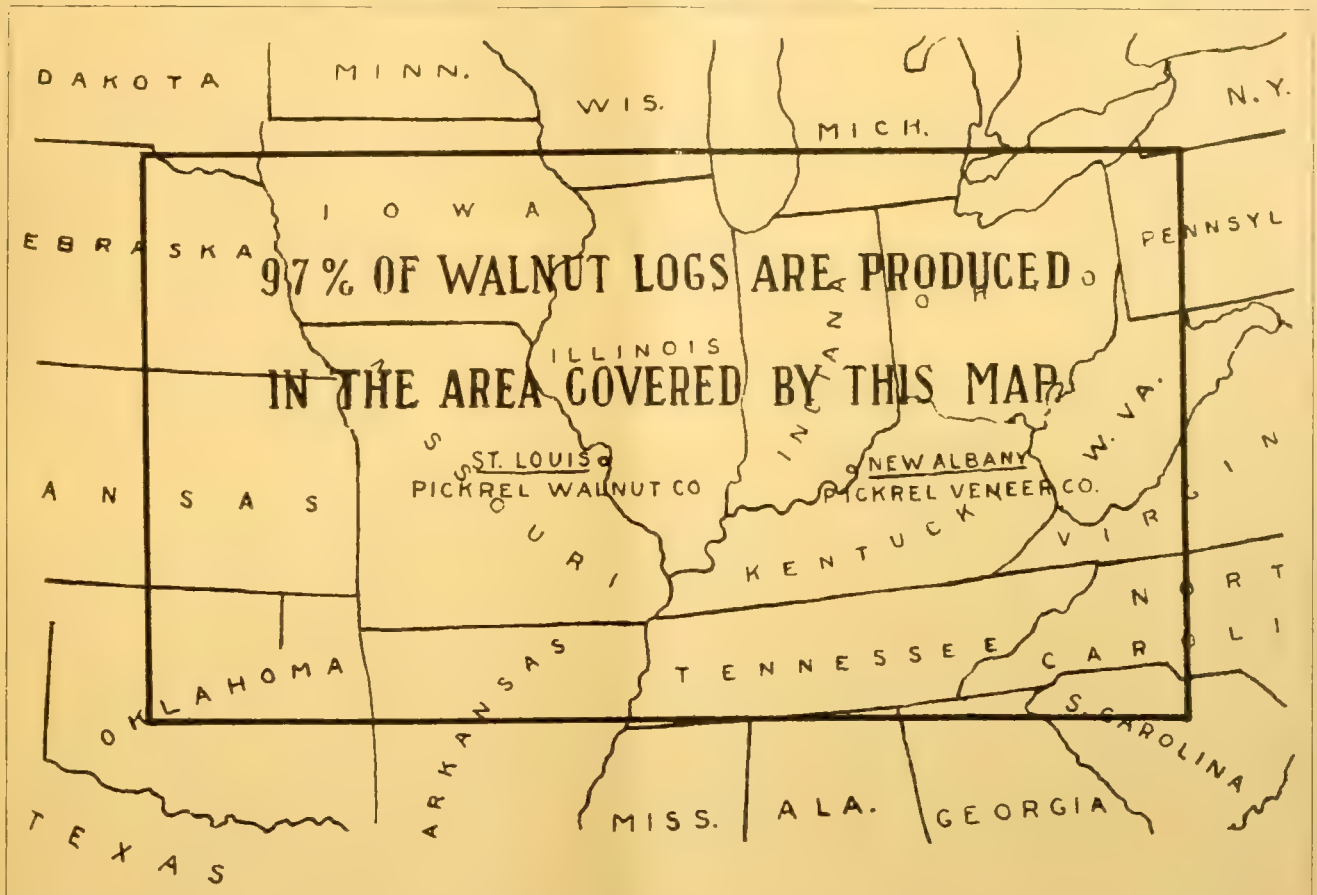
FOURTH—because no piece of Pickrel Walnut Veneers will ever be offered the trade except by men thoroughly familiar with its *utilization* as well as production and who voluntarily subscribe to our principles of business.

The above is a strong creed, but we can demonstrate at any and all times that we scrupulously adhere to it.

PICKREL VENEER COMPANY

NEW ALBANY, INDIANA

COLLECTION OF LOGS is the keynote of the Walnut Industry



HIGH FREIGHT RATES prohibit excessive hauls for walnut logs. But to produce a desirable selection and quality of lumber and veneers, a wide range of log supply is imperative. This map gives striking proof that through the strategic location of the Pickrel plants, buyers of Pickrel Walnut Lumber and Veneers are insured the pick of practically 100 per cent of the walnut region. Our product is offered on the market in line with lowest competitive prices.

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

The COE ROLLER VENEER DRYER

Is Synonymous with **DRYING EFFICIENCY**

If you are trying to dry your veneer without the aid of this wonderful machine you are doing yourself and your product an injustice. If you desire to perfect your product you will do well to investigate the merits of our dryer.

The New Twentieth Century Coe Veneer Lathe

Is another machine that it is hard for a veneer manufacturer to be without

We will be prepared in a short time to send you a new Clipper bulletin, in which you will find described our style L Clipper, with the automatic stop

The Coe Manufacturing Company, Painesville, Ohio, U. S. A.

VENEER MACHINERY LATHES CLIPPERS DRYERS

"Merit" Veneer Lathe



MERRITT ENGINEERING AND SALES CO.
LOCKPORT, N. Y.

The "Merit" Veneer Lathe

The "Merit" Veneer Lathe is a fine, new machine, holding first place in the largest and best markets in this country and abroad.

A completely new, recently started "Merit" machine has the reputation of being the very best of getting the most out of the log and of standing up to the severest service. It contains these features and adjustments that "produce the goods" with the least demand upon the skill of the operator.

Among these features is one of vital importance, viz.: "A hand wheel which perfectly controls the cutting pressure the entire length of the bar." The operator never stirs out of his traces or interferes with cutting operations. Yet has complete and instant control of the pressure any instant it is needed.

Adding to Plant's Size

The Woodwork Manufacturing Co., of Milwaukee, Wis., is building a concrete and brick addition to their plant in that city. The new addition is two-stories in height, and 50x87 ft. in size. The new structure is at 1218, 23rd street, the site of the company's main plant.

Rebuilding Cabinet Factory

The Badger Cabinet Co., of Plymouth, Wis., is rebuilding their factory in that city, at a cost of \$25,000. When completed, the new plant will be one-story high, and 200x150 ft. in dimensions. It is being built of tile.

Will Erect Large Building

The C. C. C. company, manufacturing a davenport-folding bed, has taken over the works of the Juul-Peterson Mfg. Co., also of Oshkosh, Wis., and utilize the product of that plant in their own product. The C. C. C. company is planning to erect one large factory building which will house all of their departments.

Market on Malay Peninsula for Veneer Chests

Most of the boxes used for shipping rubber from the Straits Settlements are imported from Japan and are of two kinds, one known as Momi chests and the other as veneer chests. These are shipped knocked down in six pieces. There is also a veneered box known as Venesta chests, which are supplied from England. These boxes are selling in Singapore at about \$1.60 Straits currency for veneer and Venesta chests and about \$1.06 for Momi chests (equivalent to about \$0.85 and \$0.55 gold). The chests are of standard size, 19 by 19 by 24 inches. When packed with rubber they weigh from 160 to 200 pounds. Since the annual export of rubber from the Straits Settlements amounts to about 150,000 tons, there is a large demand for cases of this kind. Efforts have been made to produce locally boxes suitable for the shipment of rubber, but at present prices the imported chests can be purchased cheaper than those produced locally.—Consul R. S. McNiece, Penang, in U. S. Commerce Reports.

Fire Consumes Lumber Piles

Fire which broke out in two piles of lumber owned by Tillman Bros. Furniture Co., of La Crosse, Wis., destroyed the piles in which the blaze started, but was prevented from spreading further. The fire, probably caused by a carelessly thrown cigarette or cigar butt, caused a loss which as yet is undetermined.

A Dependable Source For Your Requirements

About One Million Feet of

PLYWOOD

3/16" to 1/2" in Thickness

AND

Over One and One-half
Million Feet of

VENEER

in Stock. We make Panels
to Your Sizes in Car or
L. C. L. Lots.

QUALITY & SERVICE

Write or Wire for Price List

Geo. L. Waetjen & Co.

717-723 Park Street

MILWAUKEE

WISCONSIN

Brown Birdseye Maple Is Attractive

By Walter K. Schmidt

AMONG the new finishes in the furniture market is brown birdseye maple, which, as its name implies, is a stain of a rich deep shade of brown, much like our present day standard brown mahogany. The eye and figure of the wood are enlivened by taking on the darker shade which produces a wonderful effect only possible with a wood for which nature has done so much.

One wonders why the coloring of birdseye maple has not been attempted before. The process is none other than that used with our regular cabinet woods, and without filling. The fact that it is stained a rich brown seems to prove favorable.

Several birdseye maple suites have been shown in the regular natural finish and while there is always a certain demand for the wood in this finish, we predict that after the trade has seen the results of the brown stain finish, the wood will find its way in many composite pieces of furniture. Also we predict that it will be used in a decorative way, such as on drawer fronts, table tops, and for general trim in place of mouldings on fancy furniture, stands, etc. Thus it assists in adding to the duo-tone or two-tone effects.

We imagine that the color decided upon by those introducing brown birdseye will meet with universal favor for these reasons: first, from its pleasing effect and the softness of its tone, which lends itself so beautifully to this particular wood and to any style of finish—wax, varnish, shellac or wood lacquer; second, inasmuch as the wood may or may not be filled, either way results in sufficient figures and attractiveness to supply that which the modern furniture now demands—some fancy figured wood to bring out life.

One buyer recently remarked that some of the "brown woods," as he called them, were "dead"—meaning the wood had no figure. This undoubtedly is the reason why designers are using fancy figured panels, tops and decorations.

We have often wondered why it is that furniture makers do not use more maple in the production of furniture, especially now that the staining of wood is no longer a hardship or material expense. Maple excels in strength and, as far as cabinet room work is concerned, it offers no difficulties. It is a plentiful wood and undoubtedly will come in for its proper recognition.

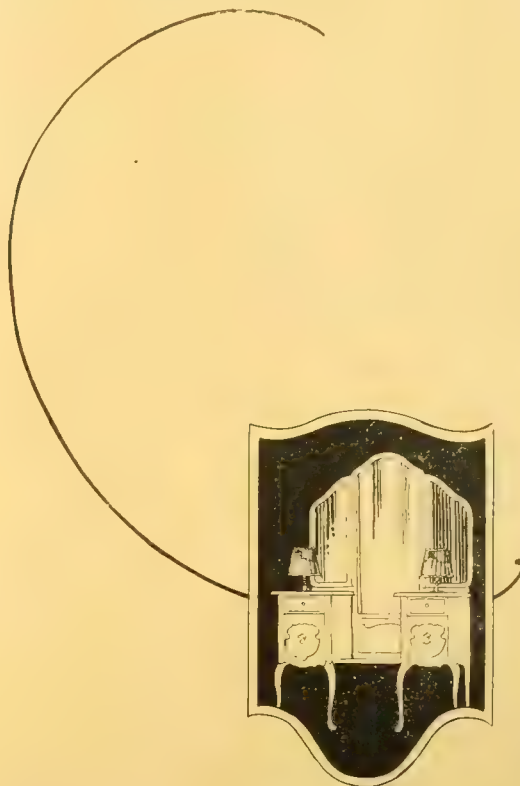
This thought induces us to suggest that serious consideration of the possibilities of maple, especially birdseye be undertaken for the next market.

The house furnisher, designer, or decorator has often realized the desirability of lighter construction. Maple gives the strength. It is really then a matter of fashion. When Mrs. Brown gets a new hat, you soon find that Mrs. Jones has one, too. By the same logic, if a few furniture makers use maple, and get out some real attractive stuff, the laity would soon learn to like it, with the result that everybody would profit.

There would be no need of saying "all maple" or "genuine maple"—because there is plenty. The price is right and the beautiful figured curl in birdseye gives it the life and pep that it needs to make it very attractive.

We must not forget to mention a line of novelty goods, which were made with birdseye and exhibited at the furniture sales season. These were finished in a lighter brown shade, called Persian maple—a rather striking finish, but possibly a little too light for the present day order of things.

Editor's Note: HARDWOOD RECORD is in accord with the above views as expressed in the Furniture Manufacturer and Artisan and desires to congratulate the Birdseye Veneer Company of Escanaba, Mich., the principal factor in this new development, on its initiative and merchandizing acumen.



Give Your Product a Better Chance

These are days of stiff competition. Every cent's worth of extra quality you can crowd into your product without adding to the cost gives it a better chance to build up volume for you.

Use IOWA walnut. It costs no more than ordinary walnut. But experts generally will tell you that Iowa grown walnut is on the average better in quality, finer in texture, stronger, and more beautifully marked than the average of other walnuts.

Write or wire us your needs and let us show you
Des Moines Sawmill Co
 1021 Murphy St., Des Moines, Iowa



**LONG-KNIGHT
LUMBER COMPANY**
INDIANAPOLIS, INDIANA

WALNUT  HARDWOODS

VENEERS

Mahogany, American Walnut, Quartered White Oak

MANUFACTURERS & WHOLESALEERS

**Specialists in
DIFFICULT ITEMS**

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

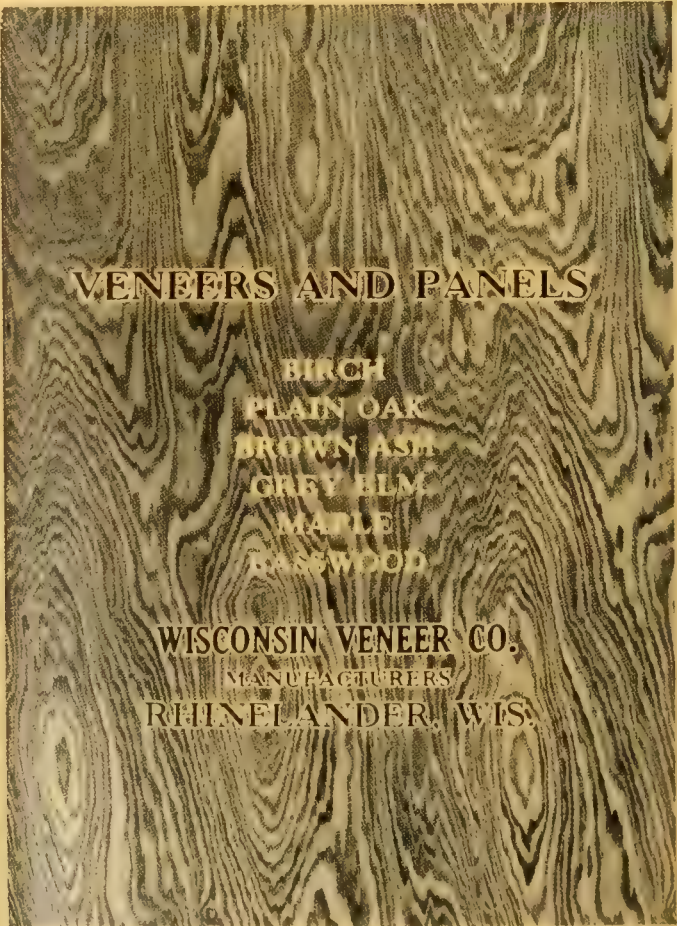
MUNISING WOODENWARE CO.
MUNISING, MICHIGAN



Hoffman Brothers Company
ESTABLISHED 1867 INCORPORATED 1904

**VENEERS
HARDWOOD LUMBER**

800 W. Main St., FORT WAYNE, IND.
Branches: Fort Wayne, Ind. Kendallville, Ind. Burnside, Ky.



Observations on Hardwood Merchandising

(Continued from page 49)

The result is that they get none of my poplar business and one firm furnishes all I buy. I have a standing order with this outfit and I pay a good price for all they ship. I think I am paying now about \$5 above the market, but I don't care because it is worth more to do business with a trustworthy source of supply and get what I want."

There is another instance of the purchaser for a certain large industry who annually buys millions of feet of what is loosely called No. 2 chestnut, a grade in which the rules do not demand especially good widths. But he has found an outfit that ships him a grade in which there are a great many wide boards. He buys his chestnut exclusively from this firm and pays a premium for their stock, because he has found that there is less cost in yarding and cutting this wide stock. As long as he can buy this kind of stock he is not going to take stuff from which the wide boards are sorted out, as is the common practice. For twelve years previous to this arrangement with his present source of chestnut supply he bought all of this kind of stock from one firm, which he quit only when the firm had cut out its timber supply.

"Can't Get Poplar Shorts

These conditions are strikingly exemplified by a large New York State manufacturer of store fixtures, who wrote to **HARDWOOD RECORD** under date of September 18. This gentleman said:

In Rotary we say, "He profits most who serves best," and the longer you think over these few words the more meaning you will find in them. The serious mistakes made by manufacturers, wholesalers and traveling men is that they are more intent on selling what they want to sell than they are to find out what the customer wants and then making a combination to mutual advantage.

Let me illustrate: At a yellow poplar mill I found that in trimming 5 Ss to grade, a large quantity of shorts went into the fireroom, and after sitting in the fireroom the most of one morning I went to the manager of the mill with a proposition to buy these shorts, and was told by the sales manager that they didn't make any shorts. I told him that I knew more about his business than he did, which of course he didn't relish. The president of the company came out during this rather heated argument and told the sales manager that I was absolutely right. Then came the question of measurement as being an insurmountable difficulty. I offered to pick a few random samples, cutting them to measurable sizes, to determine whether it was 1,600 to the thousand or 1,700 or 1,800, and making an agreement to take railroad weights and divide by the agreed upon weight of the lumber per thousand and to make settlement accordingly.

This was before the war, but during the war wages were so high that it was not attractive to the manufacturer.

We are in the market for 5 S yellow poplar sound trimming shorts, 4" and up in width and 14" and up in length, to be measured as outlined above. We use a good deal of this stuff and place our orders "when accumulated." We expect a mill to receive more for their product than they would in firewood, but we do not expect to pay merchantable grade prices for this material.

Should you be able to bring this matter to the attention of some mill in the South I am quite sure that the material would pay their taxes out of what has now been firewood. I shall await with interest the result of this matter.

Buyers Full of Grievances

Buyers are full of complaints over the indifference of hardwood salesmen to their special needs, or of attempts to "put something over." Buyers who deal in large quantities of hardwoods are generally able to protect themselves from these sharp practices, but it aggravates them to have to be always on their guard and always squabbling. Thus they prefer to do business and do do business whenever possible, with firms that they do not have to watch. This makes it plain that mixing and skinning grades doesn't pay and that service and honesty do. The hardwood concerns that are succeeding, that are already big, or growing big, and that year after year increase their wealth and prestige are the ones that always give liberal measure and exhaust every reasonable means to

furnish the buyer what he believes he ought to have. The failure of the common run of hardwood concerns and their salesmen to realize the advantage of this policy explains why so many of them are "just getting by"; why they can't make permanent connections with big consumers, why they are not accustomed to getting repeat orders from the big buyers.

If these struggling concerns, instead of wasting time adjusting complaints and envying the fine connections of their successful competitors, would devote their thought and energy to a conscientious effort to supply their customers with straight grades, or whatever special stock they require, they would soon be able to run out of the ruck of also-rans and into the class of the respected and successful.

It is a pity that there is so much of this careless or actually venal salesmanship in the hardwood industry. It is rather discouraging to have buyers for big industries, men who buy not only lumber but many other commodities, assert that they have greater difficulty getting what they want in lumber than any other commodity; that they suffer more aggravation through their dealings with lumbermen than from any other class of people with whom they do business.

This does not mean, of course, that lumbermen as a class are less honest or intelligent than the members of any other industry; but it may be explained by the fact that the human equation and the vagaries of nature play a larger part in the lumber industry than perhaps any other. To begin with, no two trees are alike in texture and in size. Then, no two millmen will cut lumber alike, nor will any two men grade it alike. So much depends upon human judgment and human honesty that the opportunities for sin and error are multiplied.

Should Serve as a Challenge

But instead of being an excuse for sharp practice and incompetency, these facts ought to be a challenge to lumbermen to proceed conscientiously in all things and to strive to the utmost of their energy and ability to understand their own business and the needs of their customers. That such efforts are possible of success, and that some concerns do largely avoid complaints and build enduring connections, where there is no lack of goodwill and mutual confidence, should encourage all members of the industry to work unstintingly to better the standards of the trade and the general goodwill between sellers and buyers. If more lumbermen could realize the value of goodwill, based on honest and intelligent methods, the business of buying and selling lumber would become a happier one for all concerned.

It must not be inferred from all this talk about the need of more wisdom and good conduct among the merchandisers of hardwood lumber, that any one believes the buyers to be a solid rank of white sheep without blot or blemish. There are black sheep among the buyers, as there are in all ranks of humanity, and not all of them are gentlemen and four square in their dealings. But we are discussing certain measures for successfully selling to the cream of the hardwood trade, and the question of buyers' peccadillos is not at issue.

Of course there are many elements necessary to the greatest success in landing the "Big Fish," as one highly successful hardwood salesman once called the large consumers. The willingness to ship honest grades and give special service may be supplemented by many other things, some of which have to do directly with the personality of the salesman. There are few duds among the important buyers of hardwoods, but few of them are roughnecks, and most of them are broad-gauged men of more than average intelligence. A hardwood salesman who expects to get a valuable share of their business must be prepared to meet them on their own level. For instance, it is likely that these men keep in touch with impor-

*(Editor's Note: The original of this letter is on file in **HARDWOOD RECORD** office and the name of the writer will be furnished upon request to any mill genuinely interested in the proposition of furnishing the poplar shorts he desires.)

tant current events, with the big political and economic movements of the country; they are devoted to hobbies, some of them, such as golf, or fishing, and it will do a hardwood salesman no harm if he can converse intelligently with a buyer on these topics. If a salesman can sit down with a buyer and contribute something to the conversation besides a string of lumber prices and "I'll say so," or "You bet," he is more likely to get an order. It requires finesse to deal with the big buyers of hardwood lumber, just as it does the big men of any industry.

The hardwood salesman, if he would achieve the highest success, must fit himself to become the friend, guide and counsellor of the men to whom he hopes to sell his product. He must be able to helpfully advise with them on their hardwood problems, and this implies (first) a thorough knowledge of his own industry, and (second) a broad understanding of the utilization methods of consumers. Often a salesman can give a buyer valuable advice if he has taken the trouble to inform himself as to the manufacturing methods of the industry which that buyer represents. For example, if he happens to be selling, or trying to sell, the buyer for a piano factory and he has a good understanding of the stock that other piano factories use, and why, he can often suggest some change in grade or methods of utilizing stock that will save money for his customer. It is needless to say that such advice will win the buyer's confidence and friendship and be likely to bring about a permanent connection.

The first-rate lumber salesman will also make it his business to learn something about his competitor's lumber, how his cut runs, and, of course, his prices. This will be a great advantage in meeting competition.

In conclusion it may be said that success in landing the "Big Fish" is largely a matter of fair dealing and service. But it is not every man who is able to conceive of what fair dealing and service really are.

(Continued from page 26)

this radical innovation, the statement made by Mr. Durgin that the best in the present practice was to be adopted.

Also, the small group of southern manufacturers who presume to speak for an industry which they in nowise represent, and who also claim to be the close followers of the "Hoover Idea," are outspoken and vociferous against the present practice in the grading of hardwood lumber, and who have their faces steadily set toward the goal of "scientific inspection." We do not know what is meant by the term and very much doubt if they know, but such high-sounding nomenclature hardly carries with it the impression of simplified practice.

As to the super inspection bureau, such a bureau was in contemplation up to the time of the second conference which was held in Chicago on July 21, 22 and 23; and if evidence were lacking that such bureau was to have been under direct or indirect governmental control, it is supplied by the big stick but carelessly concealed in the circular to which this is in response. The Bureaucratic Camel already has its head within the Industrial Tent.

It was voted, or at least decided, at the Chicago conference above referred to, to abandon the idea of a general inspection bureau, but that decision was made several days subsequent to the mailing of the questionnaire to which Mr. Durgin objects.

To my mind, the main thing for thoughtful consideration is the information developed by the questionnaire. It is information which possesses a degree of value to all hardwood lumbermen and to the Department of Commerce as well. It does not disclose the existence of an extended dissatisfaction among consumers of hardwood lumber with existing conditions under which that commodity is purchased; but rather, it discloses almost a unanimous demand that there be no further tinkering with grades of hardwood lumber and hearty approval of the methods of the National Hardwood Lumber Association in its administration of hardwood inspection.

In this situation, therefore, if Mr. Durgin be sincere in his statement that the program of SIMPLIFICATION, which he espouses, means THE ADOPTION OF THE BEST IN PRESENT PRACTICE, why does he ignore that which has already been established by the unselfish and efficient labors of this membership, consisting of 1,400 reputable concerns, more than 60 per cent of which are producers of hardwood lumber?

The only rules for the inspection of hardwood lumber extant today, with the exception of a set of individual rules, originated and sometimes applied to its own shipments by a firm in Columbus, Ohio, are the National rules.

The only comprehensive and respected system of hardwood lumber inspection that is being conducted today is National Inspection.

The quality of the membership and of the officers and directors of the National Hardwood Lumber Association is a guarantee to the public at large of integrity and efficiency.

If Simplification means the retention of the best, then the National Hardwood Lumber Association is the sole instrumentality which is best fitted to serve the Department of Commerce in its efforts to improve conditions in the hardwood lumber industry, and its services are always at the command of that department when required along practical lines.

Yours very truly, (Signed) J. W. McCURE,
President of the National Hardwood Lumber Association.

The following is the text of the letter written by Mr. Durgin to the members of the National, to which Mr. McCure objects:

Gentlemen:—F. F. Fish has sent out a questionnaire dated August 8, referring to "a movement sponsored by the Federal Department of Commerce" "to abandon existing grade names and existing standards of quality and to replace them with new grade names and new standards of quality"—"administered and applied—by a central inspection bureau created and maintained under government authority."

This department knows of no such movement.

The program of the lumber industry looking toward simplification of grades, sizes, and names, and the improvement of inspection practices, as we understand it and as we hope to support it, is in every respect the exact reverse of that suggested by Mr. Fish.

SIMPLIFICATION in any line MEANS THE ADOPTION OF THE BEST IN PRESENT PRACTICE and elimination only of excess variety, while the position of the Department of Commerce in all questions of creation and maintenance of bureaus under government authority was stated with finality at the first Washington lumber conference by Secretary Hoover when he said:

"I do resent these attempts to extend the arm of the Government in every direction, and it is my belief that we have reached the point in the developments of our commercial fabric when our trades can be assisted to establish such bases in matters of this character as to make it totally unnecessary for the government to have any exercise whatever."

We of the department very deeply deprecate the circulation of any misstatement of its purposes and activities, and we ask you to read the enclosed copy of a talk to an assembly of lumbermen in Portland which gives a more extended expression of our interests in lumber standardization or simplification and of our very genuine desire to be of constructive service to your industry. After you have read it, won't you pass it along to any of your customers who may have been misled, and give us your personal support by spreading the facts throughout the hardwood trade?

An interesting sidelight on the above controversy is contained in a letter from Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, to the Editor of **HARDWOOD RECORD**, in which Dr. Compton discusses the prevalence of misunderstandings in connection with the lumber standardization program, particularly the hardwood part of it. Dr. Compton said:

That misunderstanding on this subject (the hardwood phase of the standardization movement) is more or less prevalent is perhaps traceable to the statements made either directly or by intimation in certain communications and inquiries which have recently been sent to various parts of the hardwood trade, in which the program of lumber standards under consideration by the lumber industry at large is referred to as a proposal to "revolutionize" the hardwood trade, to discontinue existing standards and substitute new and untried ones; to require all lumber to be graded on the same rules; and to subject lumber to Government inspection. I am not sufficiently informed as to the purpose for which, nor the circumstances under which, these statements have been made to various cross-sections of the hardwood trade, to warrant any judgment of them. They can, however, have no bearing whatever upon the program of lumber standardization which is in fact now under consideration by the lumber industry at large, inasmuch as such proposals have not been made, nor would they be entertained for a minute. It would seem to me to be a waste of time to make inquiry of lumber producers, distributors, or consumers as to whether they would be in favor of certain propositions which clearly the lumber industry as a whole, from the stump to the consumer, would never consider for a moment.

In this same letter Dr. Compton further said, regarding the aims of the promoters of lumber standardization:

I may say to you frankly . . . that it was not proposed by those who are sponsoring the activity in the direction of improved lumber standards, that existing standards be displaced and new ones substituted for them except where a clear gain capable of satisfactory demonstration would be had as a result. I mean, in other words, that this was not a proposal to change everything, or to substitute one thing for another, but rather to simplify, which means to choose from existing standards the best that there are, and to establish these, if possible, in the recognized practice of the lumber trade. This, for instance, as applied to lumber sizes might be illustrated by the situation in New York City where nominal one-inch boards of various species from various sources of supply vary in actual thickness from 1 1/16" at the top to 1 1/16" at the bottom. There are at least seven different thicknesses of one-inch boards in the New York market, including hardwoods. My thought is that a definite gain would be had if those seven thicknesses could be reduced, if not to one inch, to two or three or even four, as being preferable to the present situation and representing a distinct gain in economy and in possibility of certain and efficient use.

Organizes Own Hardwood Firm

Ralph A. Tillotson, for the past five months manager of the Detroit, Mich., sales office of the Buskirk Heyser Lumber Company, Cincinnati, has severed his connection with that company. Mr. Tillotson will engage in the wholesale and commission hardwood lumber business for himself under the firm name of the Wayne Lumber Mills Company, which will have offices in the

Building, Detroit, Mich.

Acting Big Hardwood Mill

The J. M. Jones Lumber Company of Monroe, La., announces that it is constructing a big new hardwood sawmill at Ferriday, about 75 miles from Monroe and near Natchez, Miss. Mr. Jones states that the company has recently acquired about 45,000,000 feet of choice hardwoods in that vicinity, and that other tracts will prove sufficient to give the plant altogether between a twelve and a fifteen-year run. The mill will have a daily capacity of about 60,000 feet and will be a model modern operation. It will be situated at the junction of three railway lines; namely, the L. & A., the Missouri Pacific and the T. & P. Work already has been begun on the new plant and Mr. Jones expects to have the mill completed about the middle of December.

Last December, it will be recalled by readers of the HARDWOOD RECORD, that the J. M. Jones Lumber Company sold to the Kellogg Lumber Company a large hardwood operation, including 20,000 acres of timber, situated about ten miles from Monroe. The Jones company is also just now closing a very successful ten-year operation at Jennie, Ark.

Leaves Atlas Lumber Company

C. L. Harris, who was formerly employed by the Atlas Lumber Company of Cincinnati, Ohio, as traveling salesman, has severed his connections with that company according to recent advice.

Soon Will Let Contract for New Plant

Contracts for the construction of their mammoth new plant in Bond Hill will soon be let by the J. A. Fay & Egan Company, Cincinnati. The building will be of the "sawtooth" type. Floor space to be contained in the factory will amount to approximately 200,000 square feet. The main plant will be one story high, while the administrative building will be of several stories. A siding from the Norfolk & Western railroad will be built directly into the middle of the plant. The present location of the J. A. Fay & Egan Company, Front and John streets, has been sold to the Cincinnati Terminal Warehouse Company, which will erect a huge storage warehouse on the site as soon as the Bond Hill plant of the machinery company is completed. Clifford Egan, president, said that the company hopes to be in its new headquarters by May 1, 1923.

MICHIGAN HARDWOODS

Our timber lands are in the lower peninsula of Michigan and we sell only the lumber produced from this source.

The lumber is band-sawn in our Cadillac mills and is piled and seasoned correctly.

Most of our output of Maple, Beech and Birch lumber is further manufactured by us into our well-known "Electric" Flooring. We also produce and market considerable 1 inch Basswood and 1, 1½, 2 and 3 inch Gray Elm; grades piled separately as a rule.

We are supplementing our supply of superior timber with the best methods of manufacture.

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

Plain and Qtd. Red and White

Even **OAK** Soft
Color AND OTHER Texture
Hardwoods

Soft Yellow Poplar

MADE **MR** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The
Mowbray & Robinson Co.
(INCORPORATED)
CINCINNATI, OHIO

HIGH GRADE Michigan Hardwoods SPECIAL ITEMS

WHITE BASSWOOD

4/4" No. 1 Com. & Btr. 1 car

WHITE MAPLE

4/4" No. 1 Com. & Btr. 1 car

MAPLE

1x4" & 1x5" Clear Face 1 car

4/4" No. 1 Com. & Btr.,
Straight Grain 1 car

BIRCH

4/4" Selects 1 car

1x4" & 1x5" Clear Face 1 car

HARD MAPLE

4/4" Selects 1 car

EXCEPTIONALLY WIDE BIRCH
8/4" No. 1 C. & B., 60% or Btr. FAS,
50% or Btr. 10" & Wider.. 1 car

STEARNS & CULVER
LUMBER COMPANY
L'ANSE, MICHIGAN

SOUTHERN HARDWOODS

LOUISIANA RED CYPRESS CO.

HARDWOOD DEPARTMENT
4th Floor Poydras Building
NEW ORLEANS, LOUISIANA



Fire Damages Indianapolis Yard

Fire caused damage estimated at \$60,000 recently at the lumber yards of Winters, Mercer & Brannum at Anderson, Ind. The total property loss is estimated at about \$75,000. Most of the damage was done in the yards, the mills being only slightly damaged. Several frame buildings and sheds, large quantities of lumber and three motor trucks were damaged. Joseph W. Campbell, manager and treasurer of the company, said the loss is covered by insurance and that the company will be able to operate the mill without much trouble and will continue business. The fire started in the sash and door house, but the cause has not been determined.

Hardwood News Notes

BUFFALO

The tractor is getting to be an important feature in hardwood yards. Frank T. Sullivan installed a tractor some time ago and now has two in operation. He has done away with horses at his yard. The Atlantic Lumber Company has put in four tractors and expects to add others soon. At both these yards the tractor is said to be more economical than horses and to do the work of two or three teams. It is possible to use these machines for deliveries on the street and both yards are using them for that purpose.

A. Conger Goodyear, head of the Great Southern Lumber Company, has been named as deputy fuel administrator for the eighth judicial district, and has taken up the duties of the office.

Four residents of Wayland, N. Y., for many years identified with the Gunlocke Chair Company, are to engage in the chair manufacturing business in Philadelphia, Jefferson County, N. Y.

The General Motors Company has decided to erect plants in this city for the manufacture of Chevrolet automobiles and Fisher bodies, and the city council has voted for the closing of three streets in order to facilitate the undertaking.

BALTIMORE

Dwight D. Hartlove of Price & Heald, Baltimore, president of the National Lumber Exporters' Association, and Harvey M. Dickson, secretary, were in Washington about the middle of September to confer with the United States Shipping Board committee on the bill of lading form and protest against some of the clauses of that document. The Baltimoreans found themselves confronted by a formidable array of legal talent, who asked many questions and were quick to note weaknesses, but the visitors felt that they made out a strong case. They objected especially to Article 10 in the draft, and suggested changes.

O. G. Webster, who for a time represented several hardwood lumber companies of West Virginia in Baltimore, having an office in the Calvert Building, has been made representative of the Brown-Bledsoe Lumber Company, in Cleveland and surrounding territory.

CINCINNATI

C. L. Harris, Northern Ohio representative of the Atlas Lumber Company, Cincinnati, has resigned his position with that concern. E. M. Bonner, general manager of the company said that a successor to Mr. Harris would not be appointed until business conditions become more stable.

W. H. Reynolds, manager of the Hardwoods department of the Tennessee Lumber & Coal Company, has returned from a month's inspection tour of the company's mills at Oneida, Tenn. Mr. Reynolds said that plans

have been made at the mills to increase production fifty per cent during the next three months.

George B. Wilson of the Frank Haass Lumber Company is on an extended business trip in the South, visiting the various mill connections of the company.

The annual golf tournament of the Cincinnati Lumbermen's Club will be played at the Fort Mitchell, Ky., Country Club, September 27. W. H. Hopkins of the New River Lumber Company has been appointed chairman of the Tournament Committee. Arrangements for the affair are in the hands of the Executive Committee of which J. C. West of the West Lumber Company is chairman.

A. A. McLaughlin, vice-president of the A. L. McLaughlin & Company, Cincinnati woodworking machinery distributors, and Miss Edna Flanagan of Bonnie Leslie, South Bellevue, Ky., were married in the latter city recently. Mrs. McLaughlin was private secretary to Judge A. M. Caldwell of the Campbell County, Ky., Circuit Court.

EVANSVILLE

The sawmill of Grant Shimer, near Chrisney, Spencer county, Ind., a few miles east of Evansville, was destroyed by fire a few days ago, the loss being about \$5,000, with practically no insurance. The fire started from some burning sawdust near the mill. It is not known at this time if the mill will be rebuilt.

The Anderson Valley Lumber Company of St. Meinrad, Ind., will move its plant within a short time from that place to Ferdinand, Ind., a few miles away, in order to be on a railroad. The company has been in business for a number of years.

Daniel Wertz of the Maley & Wertz Lumber Company of Evansville is interested in a company that was recently organized here to manufacture refrigerators. The company will start some time early next year. The president of the new company by Oscar A. Klamer, who is at the head of four large Evansville furniture factories.

Fire of an unknown origin a few days ago destroyed the Woodward sawmill at Lapel, Ind., several miles north of Evansville. Two cars loaded with lumber on a switch near the mill also were destroyed. The total loss is \$5,000 or more and no insurance was carried. The mill was the property of Lawrence Woodward and his stepmother, Mrs. Ella Woodward. The mill probably will be rebuilt.

William Partington, traffic manager of the Maley & Wertz Lumber Company, reports that the log situation is some better than it was a month or two ago, and he thinks that a good many logs will be coming in here by the middle of October. Log prices are rather high and logs have been hard to obtain.

MEMPHIS

The "Bart Tully," the all-steel towboat of the Patton-Tully Transportation Company, a subsidiary of the Anderson-Tully Company, manufacturer of hardwood lumber, box shooks and veneers, sank in the Mississippi Sunday night about sixty miles north of Memphis, throwing the entire crew into the murky waters of that stream. All escaped with the exception of a boat painter, who was drowned. This boat had only recently come off the ways, where it underwent extensive repairs and improvements, including the installation of superheaters. It was valued at \$35,000. It was to be used by the company in handling general river traffic on the Ohio and Mississippi in steel barges recently ordered from Pittsburgh for that purpose.

Although the Louisiana Red Cypress Company removed its hardwood department from Memphis to New Orleans, September 1, as recently reported in the HARDWOOD RECORD, it has opened branch sales offices in Memphis, in charge of L. H. Penny. These are located in the Falls build

ing. S. A. McKinney and W. H. Moyban, who were connected with the hardwood department, have returned to New Orleans.

J. R. May, who until a few days ago was traffic and assistant sales manager for the Gayoso Lumber Company, is now in charge of the sales end of the business of the Tustin Hardwood Lumber Company of this city. Mr. May has had a number of years of experience in traffic work, having been employed for quite a while by the Southern Hardwood Traffic Association. He has likewise had considerable experience in the sale of hardwood lumber.

The Frank Spangler Lumber Company, Kosciusko, Miss., engaged in the manufacture and wholesale handling of pine and hardwood lumber, has opened general sales offices in Memphis, 478-480 Randolph building.

C. M. Kellogg, president of the Kellogg Lumber Company, and one of the officials of the Panola Lumber & Manufacturing Company, which took over the band mill of R. J. Darnell, Inc., at Batesville, Miss., a number of months ago, recently returned from an extended trip to the Pacific coast, including Los Angeles and San Francisco. Mr. Kellogg is quite familiar with conditions in that territory, having spent two years in the lumber business at Los Angeles.

The Memphis plant of the American Car & Foundry Company will fill part of the big new equipment order of the Frisco system, according to C. A. Price, manager. Included in the order are 1,500 gondola cars. The plant at present is fully engaged on a big order for the Southern Railway and on a number of smaller orders for other roads. It therefore has enough business in prospect to insure capacity operation for practically an indefinite period.

Members of the trade here are of the opinion that there is a very large potential demand ahead for car stock.

The Bear State Handle Company, Camden, Ark., which is working on a large export order, has placed its plant on double time. It is giving employment to about 80 persons.

Frank Fish, secretary of the National Hardwood Lumber Association, was in conference with John W. McClure, president, Earl Palmer and other prominent members of this organization here a few days ago.

John M. Pritchard, secretary-manager of the Hardwood Manufacturers' Institute, spent Sunday and Monday, Sept. 17 and 18, in Memphis. He reports that everything is running smoothly at the Chicago offices of this organization and that its membership campaign is making very satisfactory progress.

John W. Dickson, president of the Valley Log Loading Company, and S. M. Nickey, president of the Green River Lumber Company, are among the prominent Memphis lumbermen who have recently returned from their summer vacations.

Cecil A. New, assistant secretary of the Southern Hardwood Traffic Association, is back at his desk after an illness of about a week.

LOUISVILLE

H. J. Gates, of the Louisville Point Lumber Co., has recently returned from a two weeks' vacation spent at French Lick, Ind.

The Nobel Coal & Lumber Co., a new producing company, has been chartered at Whick, Ky., by George W., Martha and Pearl Noble.

The Wood-Mosaic Co., has been making fair shipments east, but reports that the Louisville mill is down while awaiting a fresh log supply. The mills at New Albany, Ind., and Jackson, Tenn., are running steadily, however.

The Mengel Company, Louisville, is figuring on a quarter of a million dollar contract for building automobile bodies at Louisville, for one of the larger auto manufacturers of small cars. A. D. Allen, president of the company, is completing the negotiations.

The mill of the Louisville Point Lumber Co. is down temporarily, due to delay in log movement, but expects to start again within a few days. The company is building additional lumber sheds. Stocks are down to approximately 4,500,000 feet, the smallest stock in some time.

Preston P. Joyes, president of the Louisville Hardwood Club, and connected with W. P. Brown & Sons Lumber Co., is spending a two weeks' vacation at Warm Springs, Va.

Announcement was recently made to the effect that J. H. Barclay had withdrawn from the R. R. May Hardwood Co., returning to Indiana to enter the automobile business. Mr. May is again sole owner of the company.

A voluntary petition in bankruptcy was filed recently by the Lanham Manufacturing Co., hardwood flooring manufacturers, assets being \$33,359 and liabilities \$17,846. The Lanham Hardwood Flooring Co. and another Louisville concern are the largest individual creditors.

BEAUMONT

The Wm. Graydon Lumber Company's new hardwood mill at Grayburg, about 20 miles west of Beaumont, will be in operation within the next two weeks.

Hoo-Hoo of Beaumont decided at a banquet held on the roof of Hotel

Manufacturers of Stimson's HARDWOOD LUMBER

Annual Output: 50 Million Feet

J. V. Stimson
Huntingburg, Ind.

Stimson Veneer & Lumber Co.
Memphis, Tenn

J. V. Stimson Hardwood Co.
Memphis, Tenn., and Helena, Ark.

JACKSON & TINDLE INCORPORATED

Sales Office
GRAND RAPIDS, MICH.

Main Office
BUFFALO, N. Y.

Complete stock of
Dry Northern Hardwoods
HARD MAPLE BIRCH
SOFT MAPLE BEECH
BASSWOOD ELM

MILLS AT PELLSTON AND MUNISING, MICHIGAN

Foster-Latimer Lumber Co.

OFFER THE FOLLOWING

DRY HARDWOODS

BASSWOOD
4/4" FAS. Reg. Widths & Lengths..... 5 Mos. Dry
5/4" No. 1 & Btr., Reg. Widths & Lengths..... 12 Mos. Dry

BIRCH
4/4" No. 1 & Btr., Reg. Widths & Lengths..... 5 Mos. Dry
4/4-5/4" No. 3, Reg. Widths & Lengths..... 12 Mos. Dry
6/4" No. 3, Reg. Widths & Lengths..... 5 Mos. Dry

SOFT ELM
5/4" No. 2 & Btr., Reg. Width & Lengths..... 12 Mos. Dry
8/4" No. 2 & Btr., Reg. Width & Lengths..... 12 Mos. Dry
10/4" No. 2 & Btr., Reg. Width & Lengths..... 12 Mos. Dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

Beaumont, to perfect permanent organization in this city. There were about 100 members of the lumber fraternity present. W. A. Priddie, twice grand snark of the universe, was the principal speaker.

The Nona Mills Company, Ltd., has sold its sawmill, tram road and logging equipment, 40 tenant houses, ten million feet of manufactured pine and about 200,000,000 feet of pine timber, to the Powell Lumber company of Lake Charles, La. The company retained the land and all hardwood timber.

Andrew Kaulbach, for more than ten years general sales manager for the Nona Mills Company, announces that he will not retire from the lumber business as a result of the company going out of the manufacturing business. Mr. Kaulbach has been extremely successful as a sales manager and during these years has built up a line of friendship among dealers from the lakes to the gulf and the Atlantic to the Pacific. He stated that he considered his real friends were in the lumber world and he would not consider going into any other line of business.

After being closed down for several months while repairs were being made and new machinery installed, the Voth Hardwood company has started up its mill at Voth. The plant will now have a capacity of 150,000 feet a day. This plant was formerly owned by the Keith Lumber Company. The Kirby-Bonner interests are large stockholders which insures practically an inexhaustible supply of hardwood.

TORONTO

The Acme Timber Company, Limited, has been organized, with headquarters at Sudbury, and an authorized capital of \$100,000. The new company is authorized to deal in and manufacture hardwoods, conduct logging operations, etc.

An Ontario charter has been granted to the Streetsville Lumber Company, Ltd., which has just been organized at Streetsville, Ont., with an authorized capital of \$150,000. The new company will deal in hardwoods and conduct general lumbering operations.

The Canadian Western Lumber Company reports the quantity of lumber manufactured during July at 11,493,300 feet, as against 8,391,507 feet in July, 1921, an increase of 3,101,793 feet. During the month 11,192,094 feet were sold at \$273,589, as compared with 9,966,175 in July, 1921, for which a price of \$234,886 was realized. Aggregate lumber manufactured from January 1 to July 31, amounted to 60,490,142 feet, as compared with 55,503,318 feet and lumber sold 67,681,745 feet, compared with 61,904,899 for the corresponding period in 1921. Aggregate price realized amounted to \$1,549,853 compared with \$1,440,481, an increase of \$109,372.

There is a great shortage of labor in the Sudbury district, according to Superintendent Edward Manor of the Ontario Government Employment Bureau, who reports that this week he was 1,458 men short of meeting the demand for lumber camps.

The present condition of the lumber business, and the fact that the hardwood limits in Maine and others in the United States are becoming depleted, is causing attention to be directed towards the hardwood possibilities in New Brunswick. Americans interested in hardwood manufacture have been in New Brunswick conducting investigations, and have been favorably impressed with the opportunities. There is also the possibility that lumbering firms in the province, which have directed their attention to the manufacture of soft woods, will alter or extend their plants to manufacture hardwoods.

WISCONSIN

The Connor Land & Lumber Company of Laona is making preparations for extensive logging operations the coming winter, and hundreds of men will be employed in the woods. A big extension is being constructed to the company's logging railway in Forest county. Several logging camps will be in operation. The sawmill of the company has closed for a short period to undergo the seasonal overhauling, but every employe has been retained and assigned to other duties.

William C. Schulz, E. H. Cook and F. W. Pfeiffer of Watertown have incorporated the Perfection Table Slide Company, to manufacture table slides and wooden novelties. The capital stock is \$125,000.

\$50,000 corporation has been formed at Platteville under the style of Platteville Toy & Garment Company, to manufacture and deal in toys, garments, etc. M. A. Bishop, J. J. Ruble and J. Tracy are interested.

With a capital stock of \$50,000, the Lake Side Craft Shops of Sheboygan have been incorporated by Francis Williams, Gordon Osborn and Lloyd T. Jenkins, all of that city, to manufacture wooden products.

The sawmill of the L. M. Reed Lumber Company at Prentice has closed after a short season's run, with a cut of only about 150,000 feet. For next season, the plant will be in condition to handle a cut of at least 2,000,000 feet.

Rebuilding of the plant of the Crandon Lumber Company, recently destroyed by fire, is being considered by officials of the company. According to reports, the plant will be rebuilt at Crandon, owing to the available timber supply in that vicinity, although several other cities are attempting to obtain the plant. The loss occasioned by the fire September 4 has been

estimated at between \$250,000 and \$500,000, which includes the plant and two large warehouses filled with lasts.

Camps are now under construction by Weber & Anderson, loggers of Shawano, who will log on an extensive scale near Argonne and Iron Mountain during the coming season. The camps will be ready for operation early in fall.

Rapid progress in rebuilding is reported from Phillips, where the Kneeland-McLurg Lumber Company is replacing the big sawmill destroyed by fire last May. Heavy new machinery is in place and the building enclosed, so that the big plant will be ready to begin sawing about the middle of October.

With the Wisconsin political situation advanced to a point where the re-election of Gov. John J. Blaine is assured, discussion is heard of appointments that are to be made by the incoming administration as the terms of important administrative officers expire early next year. Of interest to lumbermen is the prospective appointment of a successor to C. L. Harrington, conservation commissioner, in charge of the forestry division, whose term expires in February. It has not been learned whether Governor Blaine will reappoint or select a new man for the position.

The Ogema Lumber Company of Ogema, Wis., is building a large lumber shed near the Soo Line tracks at Ogema.

Heads of the various departments of the Charles W. Fish Lumber Company of Elcho, Wis., were guests at a dinner given in honor of Mr. Fish's birthday anniversary. He was presented with an elaborate rocking chair.

The plant of the Chicago Box Company, formerly the Kenfield-Lamoreau plant at Washburn, Wis., manufacturers of box shooks and heading, has inaugurated a night shift, adding an additional crew of fifty men. Business has been brisk at this plant for several weeks, and prospects are bright for the coming season.

While at work in the vicinity of Lake Mildred near Rhinelander, Wis., Peter Kurtzman and H. Munsell, timber cruisers, encountered a pack of seven or eight timber wolves. The timber men were compelled to fire every shot in their revolvers and then attack the beasts with their clubs in order to drive them off. One wolf was killed. The men will collect the state bounty of \$50 on this wolf, whose body they brought to Rhinelander as mute evidence of their story.

The New Dells Lumber Company of Eau Claire, Wis., expects to saw between eighteen and twenty million feet of lumber the coming year. A great many improvements, including the building of several miles of track to the new timberland, the building of a new log slide, and many minor repairs, have been made during the summer. Prices for 1923 will hold to their present levels, according to company officials.

The first meeting of creditors of the Oshkosh Pattern Works was held at the office of Referee in Bankruptcy, C. H. Forward, in Oshkosh. Lester Zeller, owner of the works, recently filed a petition in bankruptcy setting forth liabilities of \$886.45 and assets to the value of \$950.

The Heineman Lumber Company of Merrill expects to let logging jobs in a short time, for the cutting of from 10,000,000 to 12,000,000 feet of mixed timber in Lincoln and Marathon counties. The 1922 log cut will be in some of the company's best timber. As soon as the log contracts are let and the logging roads built, the Merrill mill will open for the winter.

The Chicago & Northwestern railroad has received two cars of ties, treated with pintsch gas and zinc chloride, from the Forest Products laboratory, Madison, Wis., which will be placed on the main line near Madison. A study of the worth of this particular type of preservative will then be made by the Forest Products laboratory. Officials at the laboratory claim that on a general average preserved ties give double the service of those untreated, and yet only one-third of the 120,000,000 used annually are so treated. The Forest Service estimates that a saving of one and one-half billion feet of lumber would result were all ties used annually treated in the proper manner.

Nearly 3,000,000 feet of logs will be cut by the firm of Munsert & Perkins, loggers of Clintonville, Wis., on property between Laona and Laona Junction, according to plans divulged by the partners.

August C. Heckman, for the past 12 years mill builder for the D. J. Murray Company of Merrill, and previous to that millwright for 20 years for the Merrill Lumber Company, died at his home in Merrill of heart disease, which came as an aftermath to typhoid fever. Mr. Heckman was 70 years old, and is survived by his wife, nine children and four grandchildren. Mr. Heckman served two years as city alderman of Merrill, and in the course of his life has put up some of the largest mills in the United States.

Fire starting in the warehouse and office of the Door County Produce Company at Sturgeon Bay badly damaged the pleasure boat factory of Walter Hartel, destroyed the warehouse and office of the produce company, and threatened the L. D. Smith shipyard before being subdued by firemen. One of the boats destroyed in the Hartel factory was a practically completed 32-foot cabin cruiser. The Hartel loss was not covered by insurance.

The J. B. Laun Company of Kiel, Wis., is having plans prepared for the erection of a new saw planing mill. The building will be constructed of brick and will be two stories high. It will be located in the yards of the company at Kiel. The old mill of the firm has been dismantled and the machinery is being prepared for installation in the new plant upon the completion of that structure. The company expects to make its own odd

WE OFFER for immediate shipment the following, thoroughly dry band sawn Yellow Cypress:

CYPRESS

4/4" No. 1 Com., 8-12" 200,000'
 4/4" No. 1 Com., 3-7" 200,000'
 4/4" No. 1 Com., Reg. 100,000'
 4/4" No. 2 Com., 8-12" 200,000'
 4/4" No. 2 Com., 3-7" 100,000'
 4/4" Pecky 100,000'

We are equipped to resaw and dress the above stock.

MILLER
Lumber Company
 MARIANNA, ARKANSAS



sashes and doors as well as cut lumber to order.

The Wisconsin Incubator Company, Racine, Wis., will build a factory building in that city, plans for which are now being drawn up. The plant will be constructed of brick and steel and is to be 38x46 feet in size.

The Hardwood Market

CHICAGO

The volume of sales in the Chicago hardwood market is increasing with the encouragement to business given by the settlement of the coal strike and the progress made toward abatement of the railway shopmen's strikes. There have been advances of a few dollars a thousand on a number of items and all prices are firm. Among the woods enjoying an especially good increase in demand is sap gum, this being bought in increasing quantities by the furniture, box and planing mill operators. No. 1 sap gum is reported scarce as a consequence of this increased buying. Oak has strengthened in the upper grades and the building and automobile trades continue to be heavy buyers of hardwoods. The outlook is for steady improvement on this market for the next three or four months.

BUFFALO

The hardwood trade continues on an active scale, with much difficulty encountered in getting stocks forwarded from the mills, particularly those from the South. This is causing consumers to look to the Buffalo market to a larger extent than usual for their supplies. Although an embargo has been declared by some of the eastern roads on lumber moving to the East, it has not had any serious effect as yet on the local market, nor have the wholesalers had much trouble in getting cars. They expect that they will be able to fill their customers' requirements for some time to come.

The demand covers a fair number of different woods and prices generally are holding firm. Oak, maple, beech, birch and poplar are among the leading woods at present. Industrial plants are doing a fair amount of business, though some in the automobile line are curtailing their activities for a time. The tendency of prices seems to be toward strength, and dealers do not see any decline likely for some time.

CINCINNATI

Were it not for the numerous traffic tie-ups business in the Cincinnati hardwood market would be good. With these obstacles in their way, the dealers are transacting only what business conditions will permit and are making strenuous efforts to obtain new business. Conditions are such in the local market that business is coming to the dealers. There is plenty of business to be had at good prices, but the lumbermen are unable to take advantage of these opportunities because of the inadequacy of stocks. The railroad situation is about the same as it has been, although the C. & O. railroad has lifted embargoes on its main line to eastern points, which permits local exporters to make shipments to Norfolk, Va., for overseas delivery. Prices as a rule are holding firm, although in some quarters certain items are a trifle higher than in others, according to the scarcity of stocks. The demand centers on no particular items, as everything in both the upper and lower grades can be readily sold under prevailing conditions. One of the largest walnut manufacturing establishments in the Middle West and located in Cincinnati has been forced to close down its sawmill because of a shortage of logs. Such items as oak, gum, walnut, poplar and elm are in keen demand, the automobile manufacturers being

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the largest purchasers of elm. Buying on the part of the furniture manufacturers continues good, but this industry is not buying in proportion to the volume of orders many manufacturers have on their books. There is nothing sensational in the building industry from a hardwood viewpoint at present, and it appears almost certain now that a large portion of the contemplated fall construction work will be postponed until next spring, because of unsettled conditions.

MILWAUKEE

A fair demand from all sources, a hectic fluctuation of prices, and the ever present transportation congestion, are the prominent features of the local hardwood market. Fall trade is above its average of last year and last year was a record year. The high tension of business prevalent during the summer building boom months has now slackened and trade is taking its matter-of-fact course. During the past month the common cry of hardwood wholesalers was that they had more orders than cars. Everyone was frantically searching for means of transportation and volume of trade was high. The situation when viewed now with saner eyes is not much more acute than the regular fall transportation problem hardwood wholesalers are called upon annually to solve. Most every fall heavy grain movements tied up all lines and cars were just as scarce as they were this summer. The railroad craftsmen are returning to work as settlements are made with many of the Wisconsin roads, but their return will have little effect until next winter.

Prices on several of the leading woods have shown advances and decreases. Several of the good quality woods have taken sharp declines and boosts all in the same week. Included in the class of woods that are stronger at this writing are birch and oak and west coast firs. Hemlock is scarce and in demand. The lower grade hardwoods are generally lower in price, due to the slow progress of the industries using them.

Many of the buyers in the Milwaukee market who were buying frantically, believing that the railroad strike would continue indefinitely and that they would be without necessary lumber, have now returned to moderate purchases. Mill workers, furniture makers, automobile body manufacturers, agricultural implement manufacturers and industries are the main sources of trade at the present writing. Demand for better grades of birch, maple and ash is felt. Inquiries for ash have been increasing and a good future market is expected.

BALTIMORE

While many of the hardwood men continue to experience trouble in the matter of shipments, the mills down South situated on lines running from

the interior to the coast being especially affected, the situation as a whole may be said to show improvement. A more active inquiry prevails and a greater disposition to place orders is to be noted. In not a few instances it is impossible for mills to take on business except with a proviso allowing for unexpected delays, but more buyers seem willing to have orders entered against the possibility that a shipment may get through. Plants more favorably situated with respect to transportation facilities manage to increase their distribution, while it is also to be said that the range of prices has improved so much as to make it possible to dispose of stocks in the domestic market at better figures than can be obtained or are being offered by the purchasers abroad. The railroad troubles have resulted in a reduction of holdings at many places, assortments in numerous cases having been scaled down to levels where an adequate selection is no longer available.

EVANSVILLE

There has been some improvement in the hardwood trade of southern Indiana during the past two weeks, and the lumbermen are more encouraged than they have been for some time past. There is a feeling that business is going to get a whole lot better from this time on, now that the strike of the railroad shopmen has been practically settled. The manufacturers do not look for a rush in business, but say that the demand is going to gradually increase and that the car shortage situation will continue to improve. Railroads in the south are said to be in bad shape and much of their equipment is in need of repair, it is said, and with the grain crop coming on to be moved and with much coal to be shipped during the winter months, the railroads are going to be severely tested, it is believed. But in spite of this fact the lumber men believe that they are going to increase their business right along, and that things will move better than they did last fall and winter. There is a much better feeling in the trade now than there was a few months ago, and collections are holding their own very well. Lumber manufacturers report that the furniture factories here and many other of the wood consuming plants have less lumber on hand now than they have had at any time this year. With the furniture business steadily increasing the plants are going to be in the market for more lumber from time to time. A steady increase in the furniture business is looked for. The wagon manufacturers say that their business during the past two years has been "ragged," and that they have had a hard time in many instances to keep their plants operating. Now trade is picking up and the wagon men believe that they will have a very good trade during the next year or two. Veneer manufacturers feel that their trade is going to get better as the business of the furniture manufacturers increases. Plow manufacturers are feeling better over the outlook than they have at any time for the past two years, and say that their trade in the south and southwest ought to show a big picking up in a short time. The retail lumber business is keeping pace with the wholesale trade.

MEMPHIS

Demand for hardwood lumber continues very good, but volume of business is heavily curtailed on account of transportation conditions. Production is being restricted fully 37½ per cent, while the quantity of lumber shipped, as compared with what would be moving if cars were available and if transportation service were full, is quite as small as the output indicated. Inability of consuming interests to secure prompt shipment is spurring them to greater effort. This is particularly true of manufacturers of furniture and flooring. The former remained out of the market, except in a most desultory way, during the first half of the year. Now, when they are anxious to buy and when they are placing most of their orders by wire, they are unable to secure immediate shipment. Flooring manufacturers, too, held somewhat aloof for a while during the summer on the theory that they would probably be able to buy more cheaply. Now, however, they are confronted not only with a serious transportation situation, but also with a heavy curtailment of hardwood output, with the result that they are manifestly uneasy over supplies of lumber with which to take care of their full order files. There is still a good demand from automobile interests and from box and heavy crate producers. Building trade interests, other than flooring manufacturers, are perhaps rather less active than a short time ago. Miscellaneous consumers are in the market, including car-repair and car-building plants. Members at Memphis are of the opinion that there is a large potential demand ahead for car stock, with particular reference to low-grade oak. Export demand is holding up remarkably well, and, between domestic and foreign buying, there is no dearth of orders. The market is fairly flooded with inquiries.

It becomes more apparent every day that the volume of business in hardwood lumber will be controlled almost entirely by the transportation situation. There is nothing wrong with demand. It is more than satisfactory. But good demand and satisfactory prices do not mean much unless lumber can be manufactured and unless it can be shipped to consuming destinations after it had been made. The transportation problem is the real problem of the hardwood lumber industry under present conditions because it is the one factor which, under the present regime, is determining output and which is, at the same time, controlling the quantity of lumber available for shipment as well as the quantity actually being moved.

This is the result of efforts to locate lumber available for reasonably prompt delivery. Consuming interests appreciate the fact that different railroads are furnishing widely variant service and they are broadcasting their inquiries in the hope of locating stock that can be moved.

LOUISVILLE

According to local hardwood men transportation is the keynote of the fall situation. Demand is better for hardwoods and veneers, and the southern roads are now in much better shape to move supplies, but trouble is being experienced in turning movement over to northern and eastern carriers at Ohio River crossings and beyond. There is still much car shortage, especially in log cars, but roads are able to move stuff that is loaded, and there are not as many embargoes.

Demand is better, both for domestic and export trade. The auto, box, furniture and flooring trades are all buying, and general jobber and planer demand is better. Yard stocks at Louisville and points favorably situated during the more severe railroad period have reduced stocks materially. Some of the local operators are anticipating better demand and rising prices in hardwoods. Many mills in the South are still down due to inability to move logs into the mills.

BEAUMONT

The hardwood situation in this section is considered very satisfactory and manufacturers are enjoying the usual amount of business. Stocks are still badly broken, which causes some embarrassment from that source.

The strike situation, of course, has had its effect upon the market, particularly with reference to large orders. Buyers have been inclined all along to limit their purchases, and when deliveries are uncertain they are still more inclined to follow this practice. A few, however, have ventured to take the risk and some such orders are being placed.

Orders for immediate need are plentiful and mills that can get cars are securing all of this class of business they want. Manufacturers claim that present condition of the market more closely resembles normalcy than for some time.

Much to the satisfaction of the mill men, low grades are showing a decided stiffening with a tendency to advance. Surplus stocks of Nos. 2 and 3 are disappearing and will soon be cleaned up.

NEW ORLEANS

The hardwood market has taken a sharp turn for the better within the past week or ten days. It is true that the effects of the railway strike still are very acute, that it is exceedingly hard to get a sufficiency of cars either to convey the logs to the mills or others to ship the lumber from the plants to the consumers, and also that it is very difficult to obtain prompt movement of such cars as are finally obtained and loaded; but at least one difficulty has been abated considerably within the past week; namely, the buyers are no longer standing back awaiting a settlement of the strike and a clearing up of the transportation situation before placing their orders. Inquiries of the preceding week have developed into actual demands for the week just closed with the result that buying is rather active again at the present writing.

Demand is well distributed and comes from practically all regions and sources. The export market continues fairly good. The American Overseas Forwarding Company, which is generally regarded as a fair index of what's doing "over there," reports that it has booked eighty-five cars for shipment during the past week, and that the total for the month up to the present writing (about September 20) has approximated the 300 mark.

The railway strike has caused some of the mills in this territory to close down; but while the situation is serious here it is not so much so as it happens to be in some other sections, notably that of the Memphis district.

TORONTO

Hardwood flooring plants have enjoyed the busiest month in their history, and there has been a general improvement in the hardwood market generally, although the big bulk of the trade is still with the United States dealers. Building activity in Ontario has not materially abated, and a considerable quantity of hardwood is being used in the construction programs. Large woodworking establishments are getting busier and are consuming more hardwood than they have been for some months past. Prices are now showing a stiffening tendency, and, according to the testimony of many of the large dealers, there is not that disposition to haggle which more or less characterized most negotiations during the summer months. A. E. Clarke of Toronto, president of the Canadian Lumbermen's Association, believes that the coming year will witness a decided improvement in both the volume and value of hardwood forest products, and states that the outlook is improving daily. Ocean freight rates are gradually coming down, and stocks of Canadian lumber, which have been in the hands of outsiders, are reduced to a point where they require replenishing. It is pointed out that the lumber industry has been retarded in its return to normalcy by the coal strike and transportation difficulties,

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FOR SALE—LUMBER AND PILING

Cherry bark red oak, poplar, hickory, gum,
cottonwood, magnolia and beech lumber; pine,
cypress and hardwood piling; No. 2 and better
rough pine lumber.

THE VALLEY LUMBER CO.,
806 1st Nat'l Bank Bldg., Vicksburg, Miss.

LUMBER FOR SALE

Would like to get in touch with some firm
interested in the purchase of mahogany and
cedar from South Mexico.

H. W. JOHNSON,
Desoto Hotel, New Orleans, La.

FOR SALE

High Grade Lumber
2 cars 4/4 No. 1 Com. Poplar.
5 cars 8/4 No. 1 Com. & Better S. W. Chestnut
Stock in our Highland Park Yard, Louisville.
Can be shipped at once.
GAMBLE BROS., INC., Highland Park, Ky.

FOR SALE

1/8" and 1/16" Birch cut-downs.
We are continually accumulating 1/8" and
1/16" Birch cut-downs.
We can cut to desired sizes if a cut-down
proposition.
Send us a list of your requirements for
prices.
We have a car of 1/16" Birch chair seat stock
14" to 24" wide by 14" to 18" long. Dry stock,
securely crated.
Write for prices and list of sizes.

KIEL WOODEN WARE CO.,
Mellen (Ashland Co.), Wisconsin.

LOGS WANTED

WANTED

PERSIMMON AND DOGWOOD LOGS
Write or telephone Main 6450 for specifica-
tions and state shipping point and number of
cars you can furnish.

GOLF SHAFT & BLOCK CO.,
P. O. Box 201, Memphis, Tenn.

LUMBER WANTED

WANTED: MILL CONNECTION

We are in a position to handle to advantage
the output of one or more first class hardwood
mills making chiefly oak, poplar and gum. If
can guarantee a well manufactured and graded
product would be glad to entertain a proposi-
tion. Write, giving full particulars, to Box
911, care Hardwood Record.

WANTED

We want for immediate shipment the fol-
lowing:

15,000' 3" No. 1 Com. & Bet. plain white oak
15,000' 4" No. 1 Com. & Bet. plain white oak
15,000' 4" FAS yellow poplar
15,000' each 1, 1 1/4, 2" FAS chestnut
12,000' 2 1/2" Select cypress

Must be well manufactured, dry, of good
widths and lengths.

TAYLOR & CRATE,
2101 Elmwood Ave.,
Buffalo, N. Y.

DIMENSION STOCK WANTED

WANTED

Large quantity hickory axles, tongues, oak
dimension wagon stock, sleigh runners, shafts,
poles. Oak and hickory rim strips. Hickory
neckyoke and whiffletree blanks. For full
particulars, Address Box 917, care Hardwood
Record.

MISCELLANEOUS

FOR SALE

Government Army wagon and lumber truck
repair parts. GEO. H. HOLZBOG & BRO.,
Jeffersonville, Ind.

WANTED

DOGWOOD SHUTTLE BLOCKS
GOLF SQUARES OR DOWELS

Write for particulars and state if you have
had any experience in sawing dogwood, the
kind of machines you have, loading station and
if you can furnish one or more cars. Address
S. B., care Hardwood Record.

TIMBER FOR SALE

FOR SALE—CHEAP—BY OWNER

6,500 acres virgin Hardwood Timber. Ad-
dress M. L. SMITH, Oriental Hotel, Dallas,
Tex.

A GREAT INVESTMENT & BARGAIN

85,000,000 feet first growth virgin hardwood
timber. On Railroad. On 17,000 acres land in
Tenn. Title guaranteed. Only \$4—1000, and
will throw in land free. Terms. W. R. Broad-
dus, Westpoint, Va.

TIMBER LANDS FOR SALE

FOR SALE

1,000 ACRES HARDWOOD (5,000,000 ft.) and
land. Just by station; near best markets.
\$25 per acre. Terms to suit. M. P. MALCOM,
Owner, Princess Anne, Md.

RAILWAY EQUIPMENT for SALE**THE WEST VIRGINIA RAIL CO.**

Huntington, W. Va.

Manufacturers light steel rails, 12, 16, 20, 25, 30, 35, 40 pounds per yard. We are also dealers in relaying rails, all sizes.

MACHINERY FOR SALE**FOR SALE**

One good medium circular sawmill. Will sell cheap for cash. A. R. VAN SICKLE & SON, Tamms, Ill.

FOR SALE

One right-hand brand new, modern 16 ft. veneer saw with automatic set works and positive offset. Fixed for direct motor drive. The last word for veneer and thin lumber sawing. For particulars address Box 824, care HARDWOOD RECORD.

LOGGING CARTS

We have for sale two new logging carts with 9' wheels and 5" spoke, which we are offering at \$75 each. This is one-third of their original price. For anyone who can use a vehicle of this kind the price represents a most excellent bargain. Please address inquiries to Box 895 A, care HARDWOOD RECORD.

FOR SALE

18x36 Heavy Duty Corliss engine
100 K. W. 550 volt Crocker Wheeler generator
200 K. W. 550 volt Westinghouse generator
2 Keeler boilers, pumps, heater, 14" double belts, piping, valves, etc. Entire plant in fine condition. Will be sacrificed. Write
SUSQUEHANNA TRACTION CO.,
Lock Haven, Pa.

FOR SALE

We guarantee our rebuilt machines.
Four No. 10 Ober handle lathes.
One Westcott handle lathe.
One No. 11 Ober handle lathe.
One No. 1 Ober handle lathe.
One 48-in. Defiance neckyoke and singletree lathe.
One No. O Defiance automatic copying lathe.
One 42-in. Klotz handle lathe.
One 24-in. Defiance variety lathe.
One Frary automatic turning lathe.
One 32-in. Defiance handle lathe.
Four cadillac tumblers.
One N. C. Smith automatic double belt sander.
One Ober No. 10 special 2 3/4 handle lathe.
Mead-Morrison Mfg. Co. new No. 12 double drum hoisting engine without boiler.
Write us your wants.

NOBLE MACHINE COMPANY,
Fort Wayne, Ind.

BUSINESS OPPORTUNITIES**WANTED BY RESPONSIBLE CONCERN**

Party who can furnish Twenty Thousand Dollars working capital as needed, and to contract for cut of Four Million feet circular sawn West Virginia Hardwood annually, original timber located on main line C. & O. Ready for immediate operation. Address P. O. Box 82, East Orwell, Ohio.

BUSINESS OPPORTUNITIES**TIMBER TRACT—NEW YORK STATE**

"Fiddle while Rome burns" applies to every man depending on lumber as a manufacturer, consumer, or producer, who fails to provide for the future; if you never gambled before, go to it now; don't let present (comparatively) low prices of lumber lull you into a belief that these conditions will last; only 15% of timber left in northern and central states; eight to ten years will clean it up; what then? Buy from the Pacific, plus \$20 to \$35 freight per thousand, plus any price they may choose to ask; will they be merciful when they hold all the trump cards? If you think these conditions are exaggerated, send 25c for Government Forest Bulletin, then mail us check for our timber holdings, close to New York market at half the actual value. Send for detailed description, how to cut your present lumber bill in two for flooring, and high grade birch and maple, and a forecast of the future on lumber. Address Box 918, care Hardwood Record.

BUSINESS OPPORTUNITIES**FOR SALE****MILL—RAILROAD—TIMBER**

40,000,000 to 50,000,000 feet good hardwood timber, mostly white oak, also several million feet old original growth white pine. Land exceptionally favorable for easy and cheap logging. Standard gauge railroad (heavy rail) into timber; two locomotives; log loader; plenty first-class logging cars; camps, band saw mill in fine condition; good drying yard. Town with plenty nice houses for employees; large store, office and hotel; good mountain water piped to houses. Probably 30,000,000 to 50,000,000 feet more timber available. Mill is in first-class repair, ready to start. Located in West Virginia on favorable freight rate. Will sell cheap, easy terms. Minimum amount of cash required. Good reason for selling. A rare opportunity and great bargain for experienced operator. Address Box 919, care Hardwood Record.

WANTED**UNIVERSAL LUMBER CODE**

We want to get in touch with the owner of the book called, "Universal Lumber Code." We also would like to have any information concerning the possible location of one of these books. All expenses incident thereto will be defrayed. Please address the Hardwood Record, 537 South Dearborn Street, Chicago.

For Sale
Twenty-five
Thousand
Feet
(25,000 feet)
of
**RED
OAK
Lumber**

KIEL
Woodenware Co.
Kiel, Wisconsin

3 Bargains

MACK TRUCKS

They were bought in
June, 1919
January 1920
May, 1920

We will sell them for
\$2500.00
\$3000.00
\$3500.00
Respectively

These are 7 1/2-ton trucks and have had comparatively little actual use. A change in our operations makes it advisable that we dispose of them.

Each truck is equipped with loading device for logs which can easily be removed, leaving them free for other purposes. They are 15 feet from end to end. They represent an unusual bargain.

**HOFFMAN
BROTHERS
COMPANY**
FORT WAYNE, IND.

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FOR SALE

100,000,000 Northern Hardwood timber and plant with 50,000 capacity in ten hours. This includes all personal property and logging equipment. Address Box 907, care HARDWOOD RECORD.

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OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

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CINCINNATI, OHIO

Fuller-Thurber Company

Importers and Manufacturers

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Sample Sheets, Price List and Catalog of Other
Supplies Will Be Sent on Request

FRANK R. BUCK & CO.
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Dimension Stock

2x2-19"	clear dry gum squares.....	2 cars
2x2-30"	clear dry gum squares.....	1 car
3x3-36"	clear dry gum squares.....	2 cars
2x2-30"	clear white oak squares.....	2 cars
2x2-48"	clear hard maple squares.....	1 car

W. A. NOBLE, Cincinnati, O.

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J. F. Mueller & Son Co.

Estab. 1795 HAMBURG 27 Incorp. 1916

Cable Address: Holzmüller, Hamburg

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Saw Mill Machinery

OF EVERY TYPE AND SIZE
CIRCULAR OR BAND MILLS

Send for New Catalog

Hill-Curtis Company, Kalamazoo, Mich.
1440 No. Pitcher Street

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box factories and veneering factories, seeking new locations or stumpage will do well to investigate the hardwood timber districts of Minnesota, Wisconsin, and Upper Michigan tributary to the Soo Line and D. S. S. & A. Railways. State your wants and we will help you find a location. Address

H. S. FUNSTON

Land Commissioner, Soo Line Railway
Minneapolis, Minn.

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No. 616 Double Thickness

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HARDWOODS FOR SALE

ASH

NO. 2 C. & BTR., white, 4/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & SEL., white, 6/4-8/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 3 C., 4/4, all wtds. & lgths., yr. dry. C. COLLINS LBR. CO., Rhineland, Wis.

NO. 2 C., white, 4/4 & 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 3, 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 4/4, 6/4, 8/4, 10/4, 12/4", good wtds., yr. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

ALL GRADES, 5/8", 16/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.

NO. 2 C. & BTR., 10/4, 12/4". MAY BROS., Memphis, Tenn.

NO. 1 AND 2 C., 4/4", reg. wtds. & lgths., dry. SWAIN ROACH LBR. CO., Seymour, Ind.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 4/4 to 12/4", reg. wtds. & lgths., 4-6 mos. dry; NO. 1 C. & BTR., 4/4 to 16/4", reg. wtds. & lgths., 4-6 mos. dry; NO. 1 C., 4/4 to 8/4", reg. wtds. & lgths., 4-6 mos. dry; NO. 2 C., 4/4-8/4", reg. wtds. & lgths., 4-6 mos. dry.

JOHN M. WOODS LBR. CO., Memphis, Tenn.

FAS, white, 4/4", 14" & up, std. lgths., 1-2 yrs. dry, northern grown, tough texture; NO. 1 C. & BTR., white, 4/4-16/4", reg. wtds., std. lgths., 1-2 yrs. dry, northern grown, tough texture. YEAGER LBR. CO., Buffalo, N. Y.

FAS, 5/4, 8/4", reg. wtds. & lgths., dry; NO. 1 C., 6/4, 8/4", reg. wtds. & lgths., dry; NO. 2 & 3 C., 4/4", reg. wtds. & lgths., dry.

BEDNA-YOUNG LBR. CO., Jackson, Tenn.

BASSWOOD

NO. 2 & 3, 4/4" LOG RUN, 5/8". ALGOMA PANEL CO., Algoma, Wis.

NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & SEL., 6/4", dry; NO. 2 C., 6/4", dry. SHARPBACK LBR. CO., Huntington, W. Va.

SEL. & BTR. (75% FAS), 4/4, 5/4", wide wtds., good lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

FAS, 4/4", dry. THUNDER LAKE LBR. CO., Rhineland, Wis.

BEECH

NO. 1 C. & SEL., 8/4", reg. wtds. & lgths., yr. dry; CRATING, 4/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 3, 4/4 & 5/8", 6/4"; NO. 2 C. & BTR., 5/8 & 4/4", 6/4 & 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C. & BTR., 10/4", good wtds., 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.

BIRCH

NO. 3 C., 4/4", 4, 6, 10, 12; NO. 3 C., 4/4", 8, 14, 16; LOG RUN, 6/4, all wtds. & lgths. ALGOMA PANEL CO., Algoma, Wis.

NO. 2 C. & BTR., 4/4-16/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C., 4/4", reg. wtds. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 4/4, 5/4", 6" & wider, 8" & longer, yr. dry; NO. 1 C., 4/4", 6/4", all wtds. & lgths., yr. dry; NO. 2 C., 4/4, 6/4, all wtds. & lgths., 1 yr. dry. C. C. COLLINS LBR. CO., Rhineland, Wis.

NO. 3, 4/4, 5/4"; NO. 2 C. & B., 4/4, 5/4"; NO. 1 C. & B., 6/4, 8/4, 9/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

SEL. & BTR., 1x4" & wider, 4' & 6'; NO. 2 C., 5/4", dry. THUNDER LAKE LBR. CO., Rhineland, Wis.

NO. 1 C. & BTR., 4/4-16/4", reg. wtds., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

BUCKEYE

MILL RUN, 5/4". SHARPBACK LBR. CO., Huntington, W. Va.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., 4/4", 5/4"; NO. 2 C., 4/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4", reg. wtds. & lgths., dry. SWAIN ROACH LBR. CO., Seymour, Ind.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wtds. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SD. WORMY, 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 20% NO. 2, 3/4", band sawn wormy. LOUISVILLE VENEER MILLS, Louisville, Ky.

SD. WORMY, 6/4". SHARPBACK LBR. CO., Huntington, W. Va.

NO. 1 C., 4/4", 50% 14 & 16'. WOOD-MOSAIC CO., INC., Louisville, Ky.

COTTONWOOD

NO. 2 C. & BTR., reg. wtds. & lgths., 2 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 4/4", good wtds. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.

HARDWOODS FOR SALE

FAS, 4/4"; PANEL, 4/4", 18" & up. NORTH VERNON LUMBER MILLS, North Vernon, Ind.
FAS, 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

CYPRESS

BOXING, 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.
SELS, & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
NO. 1 SHOP, 4/4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.
FAS, 4/4, 6/4, 8/4"; SELS, 4/4, 5/4, 6/4, 8/4"; NO. 1 SHOP, 4/4"; NO. 2 SHOP, 4/4, 8/4". NORTH VERNON LUMBER MILLS, North Vernon, Ind.
NO. 1 SHOP & BTR., 4/4-16/4" reg. wdths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN, 4/4", 4-16", all wdths.; NO. 3 C., 4/4". ALGOMA PANEL CO., Algoma, Wis.
LOG RUN, 4/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.
NO. 2 C. & BTR., 12/4", good wdths., 6 mos. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
COM. & BTR., 8/4"; NO. 2 C., 5/8-12/4". MAY BROS., Memphis, Tenn.
NO. 2 & BTR. (30% FAS), 6/4", wide wdths., good lgths., dry; NO. 2 & BTR. (40% FAS), 8/4, 10/4, 12/4", wide wdths., good lgths., dry; NO. 2 & BTR. (50% FAS), 16/4", wide wdths., good lgths., dry; CRATING, all thicknesses. STRABLE LBR. & SALT CO., Saginaw, Mich.
LOG RUN, 8/4 & 12/4", reg. wdths. & lgths., dry. SWAIN ROACH LBR. CO., Seymour, Ind.
NO. 2 & BTR., 4/4", dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

ELM—ROCK

MILL RUN, 8/4", all wdths. & lgths. ALGOMA PANEL CO., Algoma, Wis.

GUM—PLAIN RED

NO. 1 C., 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.
NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.
NO. 1 C. & BTR., 3/4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 1 C. & SELS., 4/4". LONG-BELL LBR. CO., Hdwd. Dept., Kansas City, Mo.
NO. 1 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C., 4/4, 8/4", ran. wdths. & lgths., 3 mos. dry; FAS, 8/4", ran. wdths. & lgths., 3 mos. dry. EASTMAN-GARDINER HDWD. CO., Laurel, Miss.
FAS, 4/4-5/4" & 6/4-8/4", good wdths. & lgths.; NO. 1 C., 4/4-5/4" & 6/4-8/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.
NO. 1 C. & SEL., 4/4, 5/4, 6/4; FAS, 8/4, 12/4; FAS, SND., 4/4, 6/4, 8/4, 12/4. LONG BELL LBR. CO., Hdwd. Dept., Kansas City, Mo.
NO. 1 C. & BTR., 4/4 & 8/4"; NO. 1 C. & BTR., SND., 8/4 & 10/4". FAS, SND., 8/4". LOUISIANA RED CYPRESS CO., Hdwd. Dept., New Orleans, La.
NO. 1 C. & BTR., SND., 4/4-12/4"; NO. 1 C. & BTR., 4/4-12/4". MAY BROS., Memphis, Tenn.
FAS, 4/4 & 6/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
FAS & NO. 1 C., 4/4", reg. wdths. & lgths., dry; NO. 1 C. & BTR., 5/4, 6/4, 8/4". SND., reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

NO. 1 C. & BTR., pl., 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.
NO. 1 C. & BTR., qtd., 6/4 & 8/4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.
FAS, 5/8", ran. wdths. & lgths., 3 mos. dry. EASTMAN-GARDINER HDWD. CO., Laurel, Miss.
FAS, 4/4, 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.
FAS, qtd., 4/4-5/4" & 6/4, 8/4, 10/4", good wdths. & lgths.; NO. 1 C., qtd., 4/4, 5/4, 6/4 & 10/4", good wdths. & lgths.; NO. 2 C. & BTR., pl., 4/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.
FAS, pl., 4/4". LONG-BELL LUMBER CO., Hdwd. Dept., Kansas City, Mo.

NO. 2 C. & BTR., 5/8"; BX. BDS., 4/4", 13-17, 18" & up. P. & W. No. 1. MAY BROS., Memphis, Tenn.
ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

GUM—MISCELLANEOUS

NO. 1 C. & BTR., tupelo, 4/4", reg. wdths. & lgths., yr. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.
FAS, tupelo, 4/4", good wdths. & lgths. BX. BDS., tupelo, 4/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.
FAS, tupelo, 4/4"; NO. 1 C. & BTR., tupelo, 4/4"; NO. 1 C., qtd. black, 4/4"; LONG BELL LBR. CO., Hdwd. Dept., Kansas City, Mo.
NO. 1 C. & BTR., qtd., black, 4/4", reg. wdths. & lgths. SWAIN ROACH LBR. CO., Seymour, Ind.

HACKBERRY

NO. 2 C. & BTR., any thickness, green. GEO. C. EHEMANN & CO., Memphis, Tenn.

HEMLOCK

NO. 3 C., 4/4", 4", 6", 8", 10", 12", 8-16' long, yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

HICKORY

NO. 2 C. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
NO. 1 C. & SEL., 6/4-8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
NO. 2 C. & BTR., pecan, any thickness, green. GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 2 C. & BTR., 6/4 & 10/4", good wdths., 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
NO. 2 C. & BTR., 5/4, 6/4, 8/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.
LOG RUN, 8/4", reg. wdths. & lgths., dry. SWAIN ROACH LBR. CO., Seymour, Ind.
NO. 2 C. & BTR., 4/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

LOCUST

LOG RUN, 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.
NO. 2 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
NO. 2 C. & BTR., 10/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
NO. 1 & 2, 12/4". G. ELIAS & BRO., INC., Buffalo, N. Y.
NO. 1 C. & BTR., 4/4-12/4"; NO. 1, NO. 2 & NO. 3, 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.
NO. 2 C. & BTR., 12/4", 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
LOG RUN, 6/4, 8/4". SHARPNACK LBR. CO., Huntington, W. Va.
NO. 1 & BTR., 4/4". NO. 2 C., 4/4", dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.
NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4, 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.
NO. 2 C. & BTR., 6/4", mo. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
NO. 2 C. & BTR., 10/4, 12/4". MAY BROS., Memphis, Tenn.
LOG RUN, 6/4, 8/4, 10/4 & 12/4", reg. wdths. & lgths., dry. SWAIN ROACH LBR. CO., Seymour, Ind.
NO. 2 & BTR., 4/4", dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

OAK—PLAIN RED

NO. 2 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
FAS, 4/4"; NO. 1 C., 4/4 & 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.
NO. 1 C. & SEL., 4/4". LONG BELL LBR. CO., Hdwd. Dept., Kansas City, Mo.
NO. 1 & 2 C., 5/8-8/4". MAY BROS., Memphis, Tenn.
ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4", dry. SHARPNACK LBR. CO., Huntington, W. Va.
FAS, 3/4, 4/4, 5/4, 6/4"; NO. 1 C., 5/4, 6/4"; NO. 2 C., 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.
FAS, 3/4, 4/4"; NO. 1 C., 3/4, 4/4, 5/4, 6/4"; NO. 3 C. & SD. WORMY, 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C. & BTR., 4/4", 2 yrs. dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
FAS, 4/4, 5/4"; NO. 1 C., 3/4, 4/4, 5/4, 6/4"; NO. 2 C., 3/4, 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
FAS AND NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 & 3 C., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
NO. 1 C. & SEL., 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.
FAS, 4/4", ran. wdths. & lgths., 3 mos. dry. EASTMAN-GARDINER HDWD. CO., Laurel, Miss.
ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
FAS, 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.
FAS, 5/8, 4/4, 5/4, 6/4"; NO. 1 C., 5/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
NO. 1 C. & BTR., 4/4-16/4", reg. wdths. std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.
NO. 1 C., 4/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 3 C., 4/4, 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.
NO. 1 C. & BTR., 5/8, 4/4, 5/4", dry. J. T. KITCHEN LBR. CO., Columbus, Ind.
FAS, 4/4". LONG BELL LBR. CO., Hdwd. Dept., Kansas City, Mo.
ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.
NO. 2 C. & BTR., 1/2-8/4". MAY BROS., Memphis, Tenn.
FAS, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4"; FAS, 4/4", 6 & 7" wide; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4, 5/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.
FAS, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4"; NO. 2 & 3 C., 4/4"; SD. WORMY, 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

LOG RUN, 4/4, 6/4, 8/4", all wdths. & lgths.; NO. 3 C., 4/4". ALGOMA PANEL CO., Algoma, Wis.
NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.
FAS, pl., 4/4", reg. wdths. & lgths., dry; NO. 1 C. and FAS, qtd., 4/4", reg. wdths. & lgths., dry. SWAIN ROACH LBR. CO., Seymour, Ind.

PINE

NO. 4 C., 4/4", all wdths. & lgths., 3 mos. dry; NO. 5 C., 4/4", all wdths. & lgths., 3 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

POPLAR

NO. 2 C., 4/4, 5/4", ran. wdths. & lgths., 3 mos. dry. EASTMAN-GARDINER HDWD. CO., Laurel, Miss.
ALL GRADES, 4/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.
NO. 2 A. COM., 6/4", dry; NO. 2 B. & 3 C., 6/4", dry. SHARPNACK LBR. CO., Huntington, W. Va.
FAS, 4/4, 5/4, 6/4"; SAPS, 4/4, 8/4"; NO. 1 C., 5/8, 3/4, 5/4, 8/4"; NO. 1 C., 4/4", 10" & wider; NO. 2 A. COM., 5/4"; NO. 2 B. COM., 4/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

HARDWOODS FOR SALE

PANEL & NO. 1, 4/4-8/4", 12" & up, std. lgths., 1-2 yrs. dry; NO. 2 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LBR. CO., Buffalo, N. Y.

FAS, sap, 5/8, 4/4, 5/4"; NO. 2 A. & B., COM., 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.

NO. 2 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

WALNUT

NO. 1 C. & BTR., 4/4", reg. wdths. & lgths., 10 mos. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 1/2", 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; SELS., 4/4, 5/4, 6/4, 8/4, 10/4"; NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 5/4, 6/4, 8/4"; CLEAR STRIPS, 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS

DIMENSION STOCK

CLEAR SAP GUM SQUARES, 2 1/2 x 2 1/2 - 60", 2x2-random lengths, 2 1/2 x 2 1/2 - 30", 2x2-19"; CLEAR RED GUM SQUARES, 2 1/2 x 2 1/2 - 30"; MIXED OAK SQUARES, 2x2-30", 1 1/2 x 2 and 1 1/2 x 1 1/2 - 40". C. B. COLBORN, Memphis, Tenn.

SWEET-PEAR

NO. 2 C. & BTR., 5/4, 6/4, 8/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-86". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/16", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-13" long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16" long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3-16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

MAHOGANY

SHEET STOCK, sliced, 1/16, 6-20, 10-16". J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MISCELLANEOUS

SAWED, STD. GRADE, 1/20", 6-14", 8-16", Fort Wayne. HOFFMAN BROS., Fort Wayne, Ind.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-86"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SEAT STOCK, 1/8". R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

LOG RUN, ROTARY CUT, 1/8", 6-36, 48-96", Ft. Wayne. HOFFMAN BROS. CO., Fort Wayne, Ind.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 12-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

SHEET STOCK, rotary cut, 3/16, 12-37, 50-74. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

WALNUT

SHEET STOCK, sliced, 1/28", 6-12. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

1/20-1/8". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

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POPLAR

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THREE & FIVE PLY, 1/4, 5/16, 3/8, stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY, 1/4" G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

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DRAWER BOTTOMS, THREE PLY; also DOOR PANELS; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

GUM

THREE PLY, drawer bottoms, sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

THREE PLY, 5/16", G1S, stock sizes; THREE PLY, qtd. red, 1/4", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

"A" GRADE, figured, all thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

MAHOGANY

"A" GRADE, all thicknesses and sizes. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoyne Ave., Chicago, Ill.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

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(See pages 6-67)
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RALPH H. ELY
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(See page —)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

(See pages 30 and 48)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer **Ft. Wayne, Ind.**

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Manufacturers and Wholesalers of
BAND SAWED HARDWOODS & CYPRESS
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(See page —)
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Band Saw Operators in Southern Hardwoods
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Long-Knight Lumber Co.
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(See page 9)
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(See page 65)
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Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company
TEXARKANA, TEXAS
Annual Capacity of Our Hardwood Mills
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(See page 12)
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(See page —)
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At Our Memphis & Little Rock Mills

5 4" FAS Qtd. Red Gum.....	3 cars
8 4" FAS Qtd. Red Gum.....	1 car
12 4" FAS Qtd. Red Gum.....	1 car
5 4" No. 1 Com. & Sel. Qtd. Red Gum.....	3 cars
6 4" No. 1 Com. & Sel. Qtd. Red Gum.....	6 cars
8 4" No. 1 Com. & Sel. Qtd. Red Gum.....	2 cars
10 4" No. 1 Com. & Sel. Qtd. Red Gum.....	1/2 car
12 4" No. 1 Com. & Sel. Qtd. Red Gum.....	1 car
5 4" FAS Qtd. Sap Gum.....	4 cars
8 4" No. 1 Com. & Sel. Qtd. Sap Gum.....	1 car
4 4x10" & wider FAS Qtd. White Oak.....	1 car
5 4" FAS Qtd. White Oak.....	1 car
5 4" FAS Qtd. Fig. Red Gum.....	7,000'
8 4" FAS Qtd. Fig. Red Gum.....	10,000'
4 4" No. 1 Com. & Sel. Qtd. Fig. Red Gum.....	2 cars
5 4" FAS Plain Fig. Red Gum.....	3,000'
6 4" No. 1 Com. & Sel. Plain Red Gum.....	1/2 car



E. L. BRUCE CO.
MEMPHIS, TENNESSEE

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

**Michigan Hardwood
LUMBER**

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

Wistar, Underhill & Nixon
PHILADELPHIA, PENNSYLVANIA
Manufacturers of CYPRESS and GUM

If you are not a subscriber to
HARDWOOD RECORD
and have a suspicion that you would like
to see a copy, it is yours for the asking

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

4/4 FAS150,000'

Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.

4/4 No. 1 Com. & Selects.....150,000'

Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

6/4 No. 1 Com. & Bet..... 75,000'

5/4 No. 1 Com. & Bet..... 40,000'

Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

4/4 Log RunOne Car

SOUTHERN SOFT MAPLE

5/4 Log Run100,000'
(Worm holes no defect)

10/4 Log Run100,000'
(Worm holes no defect)

PLAIN RED OAK

5/4 Common & Select.....60,000'

PLAIN SAP GUM

5/8 FAS150,000'

PLAIN SYCAMORE

5/8 No. 2 Com. & Bet.....100,000'

6/4 No. 1 Com. & Bet.....100,000'

Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

5/4 No. 1 Com. & Bet.....150,000'

Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

8/4 No. 2 Com. & Bet.....200,000'

6/4 No. 2 Com. & Bet.....100,000'

10/4 No. 2 Com. & Bet..... 20,000'

12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move

4/4 No. 1 Common200,000'

5/4 FAS 40,000'

6/4 No. 1 Com. & Bet.....100,000'

8/4 No. 1 Com. & Bet..... 50,000'

All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY


ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



Vestal

for Appalachian Hardwoods



THE hardwoods of East Tennessee are granted unquestioned supremacy by buyers who appreciate mellow texture, uniform color and thoroughly dependable supply.

There are many reasons why buyers will profit by thoroughly acquainting themselves with the wonderful hardwood resources of this region, to which end this organization, offering soft textured oak, poplar, black walnut, Tennessee red cedar and other species, is in position to give a valuable measure of co-operation.

**VESTAL
LUMBER AND MFG.
COMPANY
KNOXVILLE, TENNESSEE**

Hardwood Record

Semi-Monthly
Twenty-Seventh Year

537 SOUTH DEARBORN STREET
CHICAGO, OCTOBER 10, 1922

Subscription \$2
Vol. LIII, No. 12

Soft Delta Gum

Quartered Red Gum

5 8" FAS.....	90,000'
3 4" FAS.....	38,000'
4 4" FAS.....	100,000'
5 4" FAS.....	75,000'
6 4" FAS.....	100,000'
8 4" FAS.....	100,000'
5 8" No. 1 C&S.....	100,000'
3 4" No. 1 C&S.....	100,000'
4 4" No. 1 C&S.....	60,000'
5 4" No. 1 C&S.....	45,000'
6 4" No. 1 C&S.....	85,000'
8 4" No. 1 C&S.....	100,000'

Quartered Red Gum

(Sap, No Defect)

5 8" FAS.....	100,000'
3 4" FAS.....	100,000'
4 4" FAS.....	100,000'
5 4" FAS.....	80,000'
6 4" FAS.....	90,000'
8 4" FAS.....	160,000'
10 4" FAS.....	35,000'
3 4" No. 1 C&S.....	100,000'
4 4" No. 1 C&S.....	90,000'
5 4" No. 1 C&S.....	100,000'
6 4" No. 1 C&S.....	75,000'
8 4" No. 1 C&S.....	60,000'
10 4" No. 1 C&S.....	30,000'
12 4" No. 1 C&S.....	20,000'

The above stock is band sawn, edged and equalized containing extra good widths and 50% to 75% are 14 and 16-foot lengths.

IF YOU WANT prompt shipment of any of the above wire us at once

TURNER-FARBER-LOVE COMPANY

MANUFACTURERS

HARDWOOD LUMBER AND SLACK COOPERAGE

SUCCESSORS TO

DARNELL-LOVE LUMBER CO.

LELAND, MISS.

RUSSE & BURGESS, INC.

MEMPHIS, TENN.

LELAND STAVE & LUMBER CO. LELAND & CHICAGO

MEMPHIS, TENNESSEE

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F T TURNER, PRESIDENT
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F G WOODS, TREASURER
E C GAUSE, SECRETARY
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G W HARRIS, ASST SECY
C W PARMHAM, SALES MGR
W F LITTLE, MGR COOP'GE DEPT



FOUR BAND MILLS
ANNUAL CAPACITY 60,000,000 FT

CHICAGO OFFICE
1039 MARQUETTE BUILDING
PHONE RANDOLPH 7957

NEW ORLEANS OFFICE
629-630 HIBERNIA BANK BLDG

NEW YORK OFFICE
1110 Rorden Bldg.
350 Madison Ave.

ESTABLISHED 1798

INCORPORATED 1920

We Specialize in
High Grade, Well Seasoned
HARDWOODS

— *SEND US YOUR INQUIRIES* —

J. Gibson McIlvain Company
Philadelphia

→ SOUTHERN HARDWOODS ←

Manufacturers and Wholesalers
of



HARDWOOD DEPARTMENT
LOUISIANA RED CYPRESS COMPANY
402 POYDRAS BUILDING
NEW ORLEANS, LOUISIANA

MARINETTE

WISCONSIN

Gateway for the Best Forest Products of
Wisconsin and Upper Michigan

HARD MAPLE

4/4x3" & Wdr No. 1 Better White.....	75 M
1x6" & Wdr FAS.....	100 M
1x4" & Wdr No. 1 Common.....	500 M
1x4" & Wdr No. 3 Common.....	600 M
5/4x3" & Wdr No. 1 Com & Btr White.....	60 M
5/4x4" & Wdr No. 1 Com & Btr.....	100 M
5/4x4" & Wdr No. 2 Common.....	100 M
5/4x4" & Wdr No. 3 Common.....	300 M
6/4x4" & Wdr No. 1 Com & Btr.....	500 M
6/4x4" & Wdr No. 3 Common.....	200 M
7/4x4" & Wdr No. 2 Com & Btr.....	300 M
8/4x4" & Wdr No. 2 Com & Btr.....	500 M
8/4x4" & Wdr No. 3 Common.....	200 M
10/4x4" & Wdr No. 2 Com & Btr.....	300 M
12/4x4" & Wdr No. 2 Com & Btr.....	275 M
14/4x6" & Wdr FAS.....	20 M
14/4x4" & Wdr No. 2 Com & Btr.....	75 M
16/4x4" & Wdr No. 2 Com & Btr.....	50 M

We specialize in thin Basswood for trunk and other purposes, supplying
stock S1 or 2S to 1/8, 3/16, 1/4, 5/16, 3/8, 7/16, 1/2, etc.

SAWYER GOODMAN

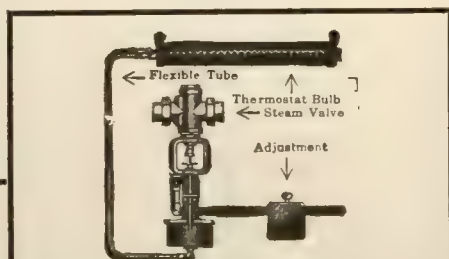
COMPANY

MARINETTE, WIS.

MANUFACTURERS

You Don't Guess Time! Why Guess Temperature?

In the glue kettle, the varnish drying room, the dry kiln—wherever there is need for maintaining a definite, even temperature, the Powers Automatic Heat regulators give "100 per cent perfect" results. They are always on the job—accurate, sure, reliable. They prevent overheated glue, checked or case-hardened lumber, crazed varnish—all the errors that are so apt to creep in with manual control.



The Powers Regulator No. 15

Entirely self-contained. Peculiarly adapted for control of drying room, kiln, etc.

Other Powers Regulators for other places. Ask for details.

We shall be glad to give you the benefit of our more than thirty years' experience in temperature regulation, and if you will tell us where you would like to try out a Powers Regulator we will send the right one for thirty days' trial. If you don't find it satisfactory, send it back.

THE POWERS REGULATOR CO.

Specialists in Automatic Heat Control

2739 Greenview Ave., CHICAGO

NEW YORK

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The Canadian Powers Regulator Co., Ltd., Toronto, Ont.
Calgary, Alta. Montreal, Que.
Vancouver, B. C. Halifax, N. S.
Winnipeg, Man.

(1079D)

MICHIGAN HARDWOODS

Our timber lands are in the lower peninsula of Michigan and we sell only the lumber produced from this source.

The lumber is band-sawn in our Cadillac mills and is piled and seasoned correctly.

Most of our output of Maple, Beech and Birch lumber is further manufactured by us into our well-known "Electric" Flooring. We also produce and market considerable 1 inch Basswood and 1, 1½, 2 and 3 inch Gray Elm; grades piled separately as a rule.

We are supplementing our supply of superior timber with the best methods of manufacture.

Cobbs & Mitchell, Inc.

Sales Department

CADILLAC, MICHIGAN

INTERESTING ITEMS

High Grade Michigan Hardwoods

HARD MAPLE

1x4" & 1x5" Clear face.....1 car
4/4" Selects1 car

BIRCH


1x4" & 1x5" Clear face.....1 car
4/4 No. 1 C. & B.—60% FAS....2 cars

Wide Stock Always in Demand

8/4 Soft Elm—8/4 Birch—50% or better
10" & Wider—75% or better
14' and 16'—1 car each.

STEARNS & CULVER LUMBER COMPANY L'ANSE, MICHIGAN

MEMPHIS

TENNESSEE  U.S. of AMERICA



MEMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

HARDWOODS

LUMBER VENEERS



MEMPHIS

White Ash Special
75 to 100 M
2½ & 3" (about 70% 2½)
1 & 2 Soft Stock

Dudley Lbr. Company, Inc.
MEMPHIS NEW ORLEANS

Plain White Oak
3/4" FAS

1/2" FAS	5/8" FAS
4/4" FAS	5/4" FAS
1/2" No. 1 C.	4/4" No. 1 C.
5/4" No. 1 C.	1/2" No. 2 C.

ADDRESS
BOX 1010, CARE HARDWOOD RECORD

QUARTERED WHITE OAK 4/4" No. 2 Com. & Bet. 25,000'	6/4" No. 1 Com. & Bet. 40,000'
PLAIN WHITE OAK 4/4" No. 1 Common... 30,000'	4/4" No. 1 Common... 50,000'
4/4" No. 2 Common... 25,000'	4/4" No. 2 Common... 50,000'
PLAIN RED OAK 4/4" 1s & 2s... 15,000'	5/4" 1s & 2s... 10,000'
4/4" No. 1 Common... 50,000'	5/4" No. 1 Common... 12,000'
4/4" No. 2 Common... 50,000'	
PLAIN RED GUM 3/4" No. 1 Com. & Bet. 15,000'	4/4" BB... 12,000'
4/4" No. 1 Common... 15,000'	4/4" 1s & 2s... 25,000'
QUARTERED RED GUM 4/4" 1s & 2s... 15,000'	4/4" No. 1 Common... 50,000'
4/4" No. 1 Common... 25,000'	4/4" No. 2 Common... 50,000'
6/4" No. 1 Com. & Bet. 12,000'	SOFT ELM 4/4" No. 2 Com. & Bet. 25,000'
QUARTERED SAP GUM 4/4" No. 1 Com. & Bet. 50,000'	8/4" No. 2 Com. & Bet. 30,000'
	10/4" No. 2 Com. & Bet. 20,000'
	ASH 8/4" No. 2 Com. & Bet. 15,000'

Geo. C. Ehemann & Company
Office: Bank of Commerce and Trust Building

WHITE ASH 1x10" up 1s & 2s... 22,000'	5/4x3½-5½" Clr. Strips 15,000'
5/4x10" up 1s & 2s... 9,600'	6/4x3½-5½" Clr. Strips 15,000'
6/4x10" up 1s & 2s... 5,000'	8/4x3½-5½" Clr. Strips 15,000'
8/4x10" up 1s & 2s... 26,000'	4/4" No. 1 Common... 37,000'
4/4" 1s & 2s... 27,000'	5/4" No. 1 Common... 45,000'
5/4" 1s & 2s... 12,000'	6/4" No. 1 Common... 46,000'
8/4" 1s & 2s... 58,000'	8/4" No. 1 Common... 90,000'
10/4" Com. & Btr... 45,000'	4/4" No. 2 Common... 90,000'
12/4" Com. & Btr... 60,000'	5/4" No. 2 Common... 80,000'
16/4" Com. & Btr... 18,000'	6/4" No. 2 Common... 10,000'
4/4x3½-5½" Clr. Strips. 10,000'	8/4" No. 2 Common... 65,000'
	10/4" No. 2 Common... 28,000'

Thompson-Katz Lbr. Co.

Established 1904. 21 years successful lumber operations

CHAS. A. COURTNEY
SOUTHERN LUMBER

Mills and Yards, 15 Years, Sulligent, Ala., Gattman, Miss.

Kindly let us have your hardwood requirements. We give prompt service and satisfactory grades. We specialize on B&Btr. smoke dried pine. Let us have your inquiries for this also.

ASH 4/4" FAS... 19,000'	4/4" No. 1 Common... 95,000'
4/4" No. 1 Common... 24,000'	5/4" No. 1 Common... 39,000'
4/4" No. 2 Common... 16,500'	6/4" No. 1 Common... 17,000'
5/4" FAS... 53,600'	TENNESSEE RED CEDAR 4/4" No. 1 Com. & Btr... 90,000'
5/4" No. 1 Common... 57,000'	PLAIN WHITE OAK 4/4" FAS... 22,000'
5/4" No. 2 Common... 17,200'	4/4" No. 1 Common... 53,000'
6/4" FAS... 14,000'	6/4" No. 1 Common... 52,000'
6/4" No. 1 Common... 89,000'	5/4" FAS... 17,000'
3/4" No. 1 Com. & Btr. 155,000'	5/4" No. 1 Common... 31,000'
10/4" No. 1 Com. & Btr. 12,000'	PLAIN RED OAK 4/4" FAS... 21,000'
12/4" No. 1 Com. & Btr. 22,500'	4/4" No. 1 Common... 15,000'
CYPRESS 4/4" FAS... 75,000'	5/4" No. 1 Common... 65,000'
4/4" Select... 64,500'	6/4" No. 1 Common... 75,000'
4/4" No. 1 Shop... 72,400'	5/4" FAS... 28,000'
5/4" FAS... 19,000'	5/4" No. 1 Common... 37,000'
5/4" Select... 37,600'	QUARTERED WHITE OAK 4/4" Clear Strips... 22,000'
5/4" No. 1 Shop... 25,400'	4/4" No. 1 Common... 38,000'
3/4" FAS... 52,700'	5/4" No. 1 Common... 48,000'
3/4" Select... 46,400'	6/4" FAS... 10,000'
POPLAR 4/4" FAS... 15,000'	6/4" No. 1 Common... 11,000'
4/4" FAS, END... 23,000'	

Welsh Lumber Company

ASH 5/4" FAS... 30,000'	4/4" No. 2 Common... 200,000'
5/4" No. 1 Common... 75,900'	5/4" FAS... 120,000'
5/4" No. 2 Common... 75,000'	5/4" No. 2 Common... 100,000'
COTTONWOOD 1/4" FAS... 200,000'	QUARTERED SAP GUM 4/4" No. 1 Common... 14,000'
5/4" FAS... 15,000'	5/4" No. 1 Com. & Btr. 30,000'
6/4" FAS... 45,000'	6/4" FAS... 60,000'
CYPRESS 4/4" FAS... 12,000'	PLAIN RED GUM 4/4" FAS... 35,000'
4/4" Select... 15,000'	4/4" No. 1 Common... 120,000'
4/4" No. 1 Shop... 100,000'	4/4" No. 2 Common... 60,000'
5/4" Select... 45,000'	5/4" No. 1 Com. & Btr. 17,000'
5/4" No. 1 Shop... 30,000'	5/4" No. 2 Common... 42,000'
4/4" No. 1 & 2 Com... 200,000'	6/4" No. 1 Com. & Btr. 14,000'
PLAIN SAP GUM 5/8" FAS... 45,000'	8/4" FAS... 13,000'
3/4" No. 1 Common... 100,000'	8/4" No. 1 Common... 50,000'
4" FAS... 100,000'	QUARTERED RED GUM 4/4" FAS... 30,000'
4/4" No. 1 Common... 100,000'	4/4" No. 1 Common... 120,000'
	5/4" No. 1 Com. & Btr. 22,000'
	6/4" No. 1 Com. & Btr. 50,000'

Grismore-Hyman Company

Dugan Lumber Company

NOT INCORPORATED

Manufacturers
**HARDWOOD
LUMBER**

1415 Bank of Commerce and Trust Building
Memphis, Tenn.
Mills: Lobdell, Miss.

HARDWOODS

MEMPHIS

PLAIN WHITE OAK	
1/2" FAS	241,000'
3/4" FAS	190,000'
4/4" FAS	57,000'
5/4" FAS	119,000'
No. 1 Common	187,000'
No. 1 Common	160,000'
No. 1 Common	45,000'
No. 2 Common	100,000'
QUARTERED WHITE OAK	
3/8" FAS	60,000'
5/8" FAS	48,000'
3/4" FAS	59,000'
4/4" FAS	184,000'
No. 1 Common	184,000'
No. 1 Common	45,000'
No. 1 Common	45,000'
No. 1 Common	61,000'
CL Strips 3-5 1/2"	151,000'

Panola Lumber & Mfg. Co.
Bank of Commerce Bldg., Memphis, Tenn.

FIGURED RED GUM	
4/4" FAS	20,000'
No. 1 Common	35,000'
5/4" FAS	18,000'
No. 1 Common	10,000'
No. 1 Common	3,000'
8/4" FAS	4,000'
QUARTERED RED GUM	
4/4" FAS	30,000'
No. 1 Common	109,000'
5/4" FAS	85,000'
No. 1 Common	40,000'
No. 1 Common	30,000'
8/4" FAS	110,000'
No. 1 Common	60,000'
PLAIN RED GUM	
4/4" FAS	30,000'
PLAIN WHITE OAK	
4/4" No. 2 Common	100,000'
6/4" No. 1 Common	30,000'
QUARTERED RED OAK	
4/4" No. 1 Common	86,000'
8/4" No. 1 Common	22,000'
6/4" No. 1 Common	34,000'
5/4" No. 1 Common	11,000'
8/4" No. 1 Common	18,000'
POPLAR	
8/4" FAS	14,000'
4/4" No. 2 Common	50,000'
MAPLE	
8/4" Log Run	150,000'
ELM	
10/4" Log Run	150,000'

Memphis Band Mill Co.

Walter N. Kelley Company

Manufacturers and Wholesalers
of

**NORTHERN and SOUTHERN
HARDWOOD LUMBER**

White Ash, Gum and Elm Our Specialty

General Office: 819 Book Building, Detroit, Mich.
Memphis Office: 412 Randolph Building

COTTONWOOD	
4/4" FAS	2 cars
4/4" No. 1 Com.	3 cars
4/4" No. 2 Com.	2 cars
QTD. RED GUM	
4/4" No. 1 Com.	1 car
8/4" Com. & Btr.	5 cars
PLAIN RED GUM	
4/4" FAS	2 cars
4/4" No. 1 Com.	5 cars
5/4" No. 1 Com.	2 cars
QTD. SAP GUM	
4/4" Com. & Btr.	6 cars
8/4" Com. & Btr.	5 cars
PLAIN SAP GUM	
4/4" FAS	4 cars
5/4" FAS	3 cars
8/4" FAS	1 car
CYPRESS	
4/4" Shop & Btr.	2 cars
5/4" Shop & Btr.	3 cars
4/4" No. 1 Com.	3 cars
4/4" No. 2 Com.	1 car
PLAIN RED OAK	
4/4" FAS	2 cars
4/4" No. 1 Com.	5 cars
4/4" No. 2 Com.	3 cars
5/4" Com. & Btr.	1 car
PLAIN WHITE OAK	
4/4" FAS	1 car
4/4" No. 1 Com.	3 cars
4/4" No. 2 Com.	2 cars

Johnson Bros. Hdwd. Co.

PLAIN WHITE OAK	
4/4" FAS	38,000'
4/4" No. 1 Common	243,000'
8/4" No. 1 C. Bdg. Plk.	78,000'
PLAIN RED OAK	
4/4" FAS	31,000'
4/4" No. 1 Common	21,000'
4/4" No. 2 Common	28,000'
4/4" No. 3 Common	50,000'
MIXED R. & W. OAK	
4/4" Sound Wormy	44,000'
4/4" No. 3 Common	87,000'
QUARTERED RED GUM	
5/4" FAS	64,000'
8/4" FAS	89,000'
4/4" No. 1 Common	177,000'
5/4" No. 1 Common	113,000'
8/4" No. 1 Common	52,000'
PLAIN RED GUM	
5/8" FAS	32,000'
4/4" FAS	115,000'
5/8" No. 1 Common	35,000'
3/4" No. 1 Common	20,000'
4/4" No. 1 Common	384,000'
4/4" No. 2 Common	78,000'
PLAIN SAP GUM	
5/8" FAS	27,000'
1/2" FAS	232,000'
4/4" FAS 9-12 Box B.	224,000'
4/4" FAS 13-17 Box B.	94,000'
3/4" No. 1 Common	30,000'
4/4" No. 1 Common	247,000'
4/4" No. 2 Common	252,000'
5/4" No. 2 Common	32,000'
6/4" No. 2 Common	75,000'
8/4" No. 2 Common	23,000'
4/4" No. 3 Common	181,000'
QUARTERED SAP GUM	
5/4" FAS	68,000'
ASH	
4/4" Log Run	38,000'
CYPRESS	
4/4" Log Run	22,000'
ELM	
5/8" No. 2 & 3 Common	28,000'

Kellogg Lumber Company

Delta Hardwood Lumber Co.

INCORPORATED

Manufacturers and Exporters

**SOUTHERN
HARDWOODS**

General Offices

Bank of Commerce Building, Memphis, Tenn.

Band Mills: Dehlco, Louisiana

YOUR INQUIRIES SOLICITED

ASH	
10/4" Com. & Btr.	200,000'
12/4" Com. & Btr.	100,000'
MAPLE	
10/4" No. 2 Com. & Btr.	100,000'
12/4" No. 2 Com. & Btr.	15,000'
QUARTERED BLACK GUM	
4/4" Com. & Btr.	80,000'
QUARTERED RED GUM	
5/4" Com. & Btr.	60,000'
6/4" Com. & Btr.	100,000'
8/4" Com. & Btr.	100,000'
10/4" Common	12,000'
12/4" Common	12,000'
QTD. RED GUM, SND.	
5/4" Com. & Btr.	36,000'
12/4" Com. & Btr.	150,000'
PLAIN SAP GUM	
5/8" Com. & Btr.	50,000'
PLAIN RED OAK	
10/4" FAS	10,000'
4/4" No. 1 Common	27,000'
6/4" No. 1 Common	7,000'
8/4" No. 1 Common	9,000'
10/4" No. 1 Common	19,000'
4/4" No. 2 Common	17,000'
6/4" No. 2 Common	32,000'
5/4" No. 3 Common	30,000'
PLAIN WHITE OAK	
5/8" FAS	21,500'
3/8" No. 1 Common	9,000'
4/4" No. 1 Common	15,000'
6/4" No. 2 Common	15,000'
10/4" No. 2 Common	4,000'
QUARTERED WHITE OAK	
5/8" No. 1 Common	25,000'
5/4" No. 1 Common	17,000'
5/4" No. 2 Common	15,000'
6/4" No. 2 Common	12,000'
SAP GUM	
5/8" FAS	54,000'
4/4" FAS	8,600'
3/4" No. 1 Common	15,000'
4/4" No. 1 Common	17,000'
4/4" No. 3 Common	12,000'
8/4" No. 2 Common	18,700'
PLAIN RED GUM	
4/4" No. 2 Common	12,000'
COTTONWOOD	
4/4" FAS	28,000'
HICKORY	
8/4" Com. & Btr.	17,000'
SYCAMORE	
4/4" Log Run	22,000'

MAY BROTHERS

POPLAR	
4/4" No. 1 Common	35,000'
4/4" No. 2 Common	55,000'
5/4" No. 2 Common	14,000'
6/4" No. 2 Common	17,500'
8/4" No. 2 Common	45,000'
PLAIN RED OAK	
10/4" FAS	10,000'
4/4" No. 1 Common	27,000'
6/4" No. 1 Common	7,000'
8/4" No. 1 Common	9,000'
10/4" No. 1 Common	19,000'
4/4" No. 2 Common	17,000'
6/4" No. 2 Common	32,000'
5/4" No. 3 Common	30,000'
PLAIN WHITE OAK	
5/8" FAS	21,500'
3/8" No. 1 Common	9,000'
4/4" No. 1 Common	15,000'
6/4" No. 2 Common	15,000'
10/4" No. 2 Common	4,000'
QUARTERED WHITE OAK	
5/8" No. 1 Common	25,000'
5/4" No. 1 Common	17,000'
5/4" No. 2 Common	15,000'
6/4" No. 2 Common	12,000'
SAP GUM	
5/8" FAS	54,000'
4/4" FAS	8,600'
3/4" No. 1 Common	15,000'
4/4" No. 1 Common	17,000'
4/4" No. 3 Common	12,000'
8/4" No. 2 Common	18,700'
PLAIN RED GUM	
4/4" No. 2 Common	12,000'
COTTONWOOD	
4/4" FAS	28,000'
HICKORY	
8/4" Com. & Btr.	17,000'
SYCAMORE	
4/4" Log Run	22,000'

Goodlander-Robertson

HARDWOODS

MEMPHIS

1/8" FAS	60,000'
3/8" No. 1 C&B, 15" up	17,000'
3/4" No. 1 Com. & Btr.	60,000'
1/1" Panel & Wd No. 1	15,000'
1/1" FAS, 13-17"	75,000'
5/1" FAS	40,000'
QUARTERED SAP GUM	
1/1" No. 1 Common	15,000'
5/1" No. 1 Com. & Btr.	50,000'
10/4" FAS	9,000'
PLAIN RED GUM	
5/8" No. 1 Com. & Btr.	25,000'
3/4" No. 1 Common	18,000'
1/1" FAS	50,000'
QUARTERED RED GUM	
4/4" No. 1 Com. & Btr.	60,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS:
MADISON, ARKANSAS WISNER, LOUISIANA

Good Widths and Lengths: 4 Months' Dry	
ASH	SAP GUM
4/4-6/4" No. 2 Common	6/4-8/4" No. 2 Common
ASH DOG BOARDS	CUM DOG BOARDS
6/4-8/4" No. 2 & Btr.	6/4-8/4" No. 2 & Btr.
CYPRESS	QUARTERED RED GUM
4/4-6/4-8/4-10/4" Shop & Btr.	4/4-6/4-8/4" No. 1 & Btr.
4/3-5/4" No. 1 & No. 2	QUARTERED SAP GUM
ELM	4/4-6/4-8/4" No. 1 & Btr.
4/4-5/4-8/4" Log Run	4/4-8/4" LOCUST Log Run
4/4-6/4-8/4" No. 2 Common	10/4" MAPLE Log Run
4/4-6/4-8/4" No. 3 Common	RED OAK
RED GUM	4/4-5/4-6/4" No. 2 & Btr.
4/4-8/4" No. 2 Common	

Chicago Lumber & Coal Co.

ST. LOUIS, MO. 821 Arcade Building
CHICAGO OFFICE Marquette Building
DETROIT OFFICE Book Building
MEMPHIS, TENN. 614 Bank of Commerce Building

QTD WHITE OAK	5/4" No. 1 Com. & Sel.
1/4" No. 1 Com. 25,000'	3-4 mos. dry. 70,000'
dry 100,000'	6/4" FAS 3-4 mos. dry. 20,000'
5/4" FAS, dry 10,000'	6/4" No. 1 Com. & Sel.
5/4" No. 1 Com. & Sel. 105,000'	3-4 mos. dry. 50,000'
6 1/2" No. 1 Com. & Sel.	3/4" No. 1 Com. & Sel.
dry 115,000'	4/1" FAS, 4-5 mos. dry. 20,000'
8/4" No. 1 Com. & Sel.	4/4" No. 1 Com. & Sel.
dry 3,000'	3-4 mos. dry. 100,000'
4/4" Strips Clear, dry. 25,000'	5/4" FAS, 3-4 mos. dry. 25,000'
PLAIN WHITE OAK	5/1" Step Plank, 3-4
1/1" FAS, dry 50,000'	mos. dry. 17,000'
1/4" No. 1 Com. & Sel.	5/4" No. 1 Com. & Sel.
3-4 mos. dry. 125,000'	3-4 mos. dry. 30,000'
SOUND WORMY	6/4" FAS, dry 10,000'
5/4" Oak, 3-4 mos. dry. 30,000'	QTD. RED OAK
5/4" Oak, 3-4 mos. dry. 19,000'	4/4" No. 1 Com. & Sel.
PLAIN WHITE OAK	dry 10,000'
5/4" FAS, 3-4 mos. dry. 20,000'	5/4" FAS, 2 mos. dry. 2,000'

Rush Lumber Company

Moyer-Shafer Hardwood Co.

Manufacturers and Dealers
SOUTHERN HARDWOODS

RED AND SAP GUM
OAK, ELM AND COTTONWOOD
YELLOW CYPRESS

436 Randolph Building Telephone Main 1826

QUARTERED WHITE OAK	
5/4" FAS	4,500'
5/4" No. 1 Common	38,000'
6/4" No. 1 Common	6,300'
PLAIN WHITE OAK	
1/2" FAS	3,700'
5/8" FAS	4,500'
4/4" FAS, 12" & up	6,000'
4/4" FAS	16,000'
4/4" Sap Sel.	9,000'
PLAIN RED OAK	
4/4" FAS	30,000'
4/4" Sap Sel.	7,000'
QUARTERED RED GUM	
4/4" FAS	100,000'
4/4" No. 1 Common	50,000'
5/4" FAS	2,000'
5/4" No. 1 Common	13,000'
6/4" FAS	10,000'
6/4" No. 1 Common	25,000'
8/4" FAS	40,000'
QTD. RED GUM, SND	
4/4" FAS	200,000'

4/4" No. 1 Common	100,000'
5/4" FAS	25,000'
6/4" No. 1 Common	45,000'
8/4" No. 1 Common	20,000'
10/4" FAS	25,000'
10/4" No. 1 Common	30,000'
12/4" FAS	6,000'
12/4" No. 1 Common	6,500'
COTTONWOOD	
1/1" Panel	4,000'
4/4" Box Bds, 13-17"	2,500'
1/4" Box Bds, 13-17"	1,000'
4/4" FAS, 13" & up	3,000'
4/4" FAS, 6-12"	18,000'
5/4" FAS	1,000'
QUARTERED BLACK GUM	
1/4" No. 1 & Btr.	45,000'
ELM	
6/1" No. 2 & Btr.	20,000'

The Mossman Lumber Co.

INCORPORATED

ASH	75,000'
COTTONWOOD	
1/1" FAS	50,000'
1/4" No. 1 Common	100,000'
ELM	
6/1" No. 1 Common	30,000'
1/1" No. 1 & No. 2	100,000'
QUARTERED RED GUM	
8/1" No. 1 Com. & Btr.	30,000'
QUARTERED RED GUM, SND.	
8 1/2" No. 1 Com. & Btr.	150,000'

J. Clayton Johnson Lumber Co.

QTD. RED GUM, SND.	6/4" 1s & 2s
5/4" 1s & 2s	40,000'
5/4" Com. & Btr.	6/4" No. 1 Com. & Sel. 100,000'
5/4" Com. & Btr.	50,000'
PLAIN SAP GUM	
4/4" No. 1 Com. & Sel.	15,000'
1/4" No. 2 Common	30,000'
4/4" No. 2 Common	30,000'
5 1/4" No. 1 Com. & Sel.	50,000'
6/4" Com. & Btr.	35,000'
PLAIN RED GUM	
4/4" No. 1 Com. & Sel.	25,000'
5/4" No. 1 Com. & Btr.	15,000'
6/4" No. 2 Common	100,000'
QUARTERED RED GUM	
4/4" No. 1 Com. & Sel.	15,000'
5/4" No. 1 Com. & Sel.	25,000'
8/4" No. 1 & 2 Com.	14,000'

Geo. C. Brown & Company

PLAIN WHITE OAK	QUARTERED BLACK GUM
5 1/8" Sel.	1 1/2" Com. & Btr.
5/8" No. 3 Common	PLAIN BLACK GUM
1/4" FAS	6/4" Com. & Btr.
4/4" Sel. & Btr.	CYPRESS
6/4" No. 2 Common	4/4" No. 1 Com. & Btr.
PLAIN RED OAK	4/4" Pecky
4/4" No. 2 & Btr.	8/4" No. 1 & No. 2 C.
1/4" No. 2 & Btr.	COTTONWOOD
PLAIN RED AND WHITE OAK	1 1/2" White Box Boards
5 1/8" No. 1 Common	1 1/2" Narrow Box Boards
1 1/2" Sound Wormy	1 1/2" No. 3 Com. & Btr.
1 1/2" No. 2 Common	5 1/4" No. 1 Common
QUARTERED RED GUM	8 1/2" Dog Boards
4/4" No. 1 Com. & Btr.	WHITE ASH
8/4" No. 2 Com. & Btr.	4/4" FAS, 10" & wider
PLAIN RED GUM	8/4" No. 2 Common
5/8" No. 1 Com. & Btr.	8/4" No. 2 Common
4/4" FAS	8/4" Dog Boards
QUARTERED SAP GUM	ELM
8/4" No. 1 Com. & Btr.	6 1/4" No. 2 & No. 3 C.
PLAIN SAP GUM	8/4" Dog Boards
5/8" No. 2 Com. & Btr.	WILLAM AND SYCAMORE
	4/4" Log Run

Mark H. Brown Lbr. Co.

HARDWOODS

MEMPHIS

Bennett & Witte

Established 1884

MANUFACTURERS AND DEALERS

Hardwood Lumber

QUARTER SAWN SYCAMORE

5/8" No. 2 Com. & Btr.. 60,000'
4/4" No. 1 Com. & Btr.. 27,000'
5/4" No. 1 Com. & Btr.. 75,000'
6/4" No. 1 Com. & Btr.. 100,000'

PLAIN SAWN SYCAMORE

5/8" No. 1 Com. & Btr.. 100,000'
4/4" No. 1 Com. & Btr.. 60,000'
5/4" No. 2 Com. & Btr.. 200,000'
6/4" No. 1 Com. & Btr.. 150,000'
10/4" No. 2 Com. & Btr.. 75,000'

LOCUST

4/4" Log Run 20,000'

HACKBERRY

5/4" Log Run 100,000'

HICKORY

6/4" Log Run 28,000'
8/4" Log Run 150,000'

ALL STOCK THOROUGHLY DRY,
BAND SAWN AND EQUALIZED

Anderson-Tully Company

Specializing in

KILN DRIED HARDWOODS

We have kiln capacity of approximately
One Million Feet Per Month

James E. Stark & Co., Inc.

C. B. COLBORN

SOUTHERN HARDWOOD LUMBER AND DIMENSION STOCK

My Specialty Is Dimension Lumber for Manufacturers of

WAGONS AND IMPLEMENTS
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RAILROAD CAR AND TRACK MATERIAL

*Standard sizes on hand for prompt shipment. Special items
cut to order.*

Office, Dimension Mill and Yard
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Postoffice Box 795

QUARTERED RED GUM

4/4" FAS 18,000'
4/4" No. 1 Common 10,000'
5/4" FAS 12,000'
5/4" No. 1 Common 12,000'
6/4" FAS 20,000'
6/4" No. 1 Common 15,000'
8/4" FAS 15,000'
8/4" No. 1 Common 15,000'

QUARTERED SAP GUM

4/4" Com. & Btr. 20,000'
8/4" Com. & Btr. 70,000'

PLAIN SAP GUM

5/8" FAS 36,000'
5/8" No. 1 Common 60,000'
3/4" FAS 10,000'
3/4" No. 1 Common 60,000'
4/4" FAS 50,000'

4/4" No. 1 Common 100,000'
6/4" No. 1 Common 15,000'

WHITE ASH

5/8" FAS 20,000'
5/8" No. 1 Common 15,000'
3/4" No. 1 Common 30,000'
3/4" No. 1 Common 30,000'

YELLOW CYPRESS

1" Shop & Btr. 30,000'
3/4" FAS 20,000'
3/4" Sel 20,000'

SOUND WORMY OAK

5/8" 100,000'
4/4" 75,000'

Brown & Hackney, Inc.

QTD FIGURED RED GUM

4/4" FAS 54,780'
5/4" FAS 15,070'
6/4" FAS 3,310'
8/4" FAS 7,400'

4/4" No. 1 Com. & Sel.. 48,025'

5/4" No. 1 Com. & Sel.. 3,690'

6/4" No. 1 Com. & Sel.. 2,240'

PLAIN SAWN FIG. RED GUM

4/4" FAS 7,430'

The Frank A. Conkling Co.

QUARTERED WHITE OAK

5/8" Com. & Btr. 4 cars
4/4" FAS 2 cars
4/4" No. 1 Com. & Sel.. 4 cars
5/4" Com. & Btr. 4 cars

PLAIN WHITE OAK

5/8" Com. & Btr. 1 car
4/4" Com. & Btr. 5 cars
5/4" No. 1 Com. & Sel.. 1 car

PLAIN RED OAK

3/4" Com. & Btr. 2 cars
4/4" Sound Wormy 1 car

QUARTERED RED GUM

4/4" Com. & Btr. 4 cars
5/4" Com. & Btr. 2 cars
8/4" Com. & Btr. 2 cars

QTD. RED GUM, SND.

5/8" Com. & Btr. 3 cars
4/4" Com. & Btr. 3 cars

5/4" FAS 1/2 car
8/4" FAS 2 cars
10/4" Com. & Btr. 2 cars

PLAIN RED GUM

4/4" Com. & Btr. 4 cars
3/4" No. 2 Common 1 car
5/4" Com. & Btr. 2 cars

CYPRESS

4/4" No. 1 Common 1 car
5/4" Shop & Btr. 3 cars
10/4" Sel. & Btr. 2 cars

POPLAR

4/4" FAS 1 car
4/4" Sap & Sel. 1 car
4/4" No. 1 & 2 Com. 2 cars

COTTONWOOD

4/4" Box Bds., 9-17" 1 car
4/4" FAS, 6" & Wdr. 2 cars
4/4" No. 1 & 2 Common 3 cars

Mississippi Valley Hdw. Co.

SALES OFFICE: Memphis, Tenn. BAND MILL: Clarksdale, Miss.
Mississippi Delta Gum—The Best That Grows

CYPRESS

4/4" No. 1 Com., 6-8-10-
12", Ran., 3 mos.
dry 150,000'

4/4" No. 2 Com., Ran.,
3 mos. dry 200,000'

COTTONWOOD

4/4" Box Bds., 9-17",
Ran., 6 mos. dry 100,000'

4/4" FAS, 6-17", Ran.,
6 mos. dry 150,000'

4/4" No. 1 Com., Ran.,
6 mos. dry 150,000'

SAP GUM

8/4" FAS, Ran., 6 mos.
dry 70,000'

Chapman &
Dewey Lumber Company

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The Southwest-America's Last Great Hardwood Stand

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Houston Brothers

We Want Orders Now FOR HARDWOOD AND CYPRESS LUMBER. All Kinds, Grades and Dimensions, Dry Stock, Railroad Material, Timbers, Ties, Piling, and Crossing Plank.

PRODUCTION 100,000,000 FEET PER YEAR

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Eastman-Gardiner Hdwd. Co

ALL KINDS OF PRIME HARDWOOD
QUALITY AND SERVICE

LAUREL

New Deemer Mfg. Company

INCORPORATED

Manufacturers of

SOUTHERN HARDWOODS

DEEMER

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IF YOU WANT THE BEST HARDWOODS

JACKSON

H. L. White Lumber Co.

ROTARY CUT VENEERS, OAK & CYPRESS LUMBER

Write Us

COLUMBIA

THIS PAGE REACHES EACH ISSUE

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AMONG BUYERS AND USERS OF HARDWOODS

WRITE FOR QUOTATION

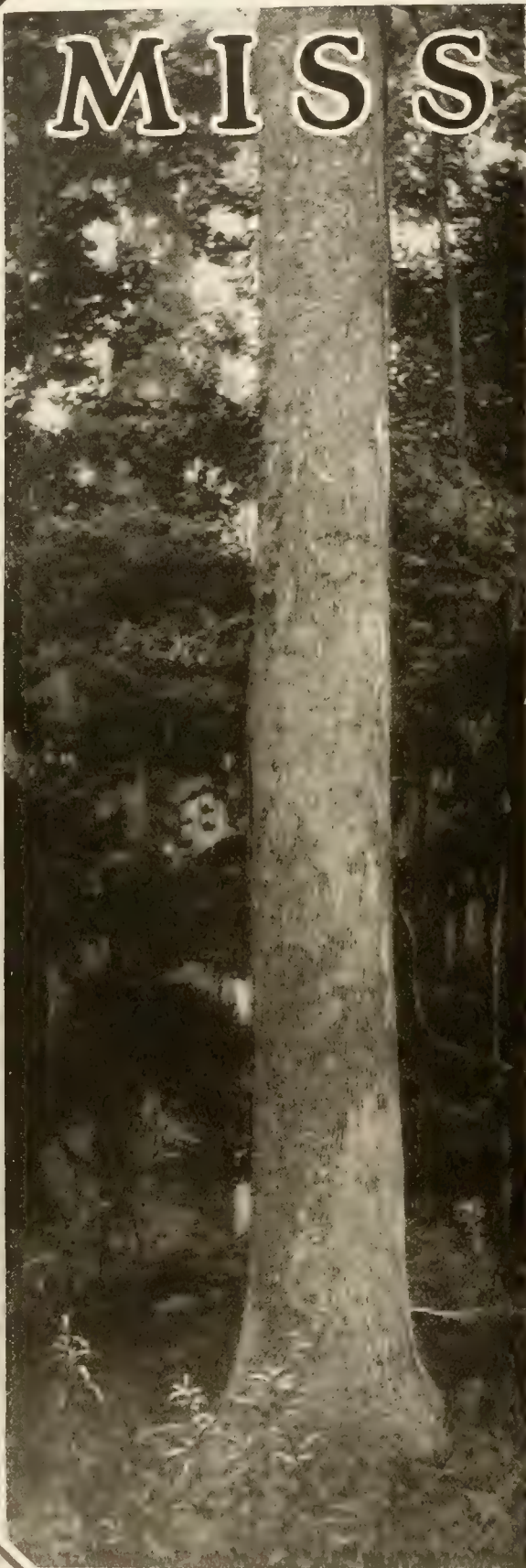
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HARDWOODS OF ALL KINDS

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Our Specialty: QUARTERED WHITE OAK

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Manufacturers of Oak and Poplar

Our band mills are located in the heart of one of the most famous **oak** and **poplar** sections in the world. Soil conditions and topography of this region are ideal for the production of the **finest possible texture in soft, even colored, mellow, and highly figured oak**, and of the most desirable variety of **soft yellow mountain poplar**.

Our 15,000,000 feet annual production running 75% to White Oak presents a genuine opportunity to discriminating buyers to establish a dependable source of desirable stocks.

We Also Solicit Inquiries for Bill Oak

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Bond-Foley Lumber Company
BOND, KENTUCKY

<i>There is No. 2 Birch</i>	22%4&5"
<i>And then,</i>	37%6"
<i>More No. 2 Birch</i>	41%7"&wdr
<i>But</i>	8%4&6'
<i>Only once</i>	52%8 to 12'
<i>In a lifetime</i>	40%14&16'
<i>Will you find</i>		<i>And when</i>
<i>No. 2 Birch</i>		<i>It's piled</i>
<i>That runs</i>		<i>Like this</i>



*It's bound to be
The very best
For quality.*

*This lumber
Is manufactured
By the*

C. C. COLLINS LUMBER CO.

In their mill at

RHINELANDER, WISCONSIN

They'll be glad to give you prices

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4/4 No. 32 cars
6/4 No. 33 cars
5/4 No. 2 & Btr.....5 cars
5/4 Key stock.....3 cars
5/4 FAS (winter sawn)...1 car

HEMLOCK STRIPS

Merch., 1x4", 8-16'

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No. 2 & Btr.

SOFT ELM

12/4 No. 2 & Btr.....3 cars

J. W. Wells Lumber Co.
Menominee, Michigan

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HARDWOOD PRODUCTS

IN order to take better care of our customers in Lower Michigan Maple and Basswood, we are adding an extra shift to one of our saw mills.

We Will Quote by Wire, Letter or Phone on Request

Ask Us for Description and Prices

The BIGELOW-COOPER CO.

Bay City, Michigan

HARDWOOD SPECIALISTS



Hardwood Record

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Review and Outlook

A Few Lights on the Hardwood Tangle

IT WAS UNFORTUNATE, though unavoidable, that the promulgation of the lumber standardization program in its proposed application to hardwood merchandising should have caused the present bitter controversy within the hardwood industry. This reaction is unfortunate because the principle around which the standardization program is built has been distorted and apparently lost sight of, at least within certain factions. It would appear timely to emphasize that lumber standardization is not concerned with the hardwood industry or with any other single phase of lumbering, nor is it aimed at any agency within the hardwood industry.

What brought forth the standardization program? Not the initiative or the ambitions of any individual, or group of men, but rather that frequently confessed lack of merchandising sense which has for years characterized the lumber industry. This and a general popular misunderstanding of terms, facts and conditions as they pertain to lumbering. The public misunderstands and the public consequently reviles and holds in contempt lumbering, the second largest of our national industries. The public sees beautiful forests cut and believes that the resulting accumulation of unsightly slash in the place where beautiful trees once stood is wanton waste. It does not understand that it is economically impossible to market the remaining debris and that to clear and burn it often represents an investment equal to the value of the timber.

The home builder is showing greater interest each year in the lumber he pays for in the construction of his house. The lumberman has until now made little effort to make it possible for the home builder to understand his building lumber. The standardization program as applied to construction woods contemplates an alignment of those woods with structural and engineering data that will eliminate such misunderstanding and enable the home builder to choose on a basis of knowledge. In hardwoods, the public misunderstands both as laymen and fabricators of hardwood products and so can not appreciate why, with so much of the hardwood tree wasted in the woods and in the factory, he is compelled each year to pay at a proportionately higher rate for the hardwood he consumes.

The fabricator of hardwood products understands in the main only that he can not with present high manufacturing costs afford to pay for the waste in material and the labor cost involved in working that waste as it develops from the lower grades now on

the market. He, therefore, in increasing number demands the best grade just as with decreasing quality of logs the best is developed in decreasing percentage. In short the nub of this whole standardization question is that grades of lumber, inclusive of both soft woods and hardwoods, shall in the future represent specifications and not, as at present, merely measures of log value.

Grades as they function today are obviously but an evolution brought about from a rudimentary beginning through trading between buyer and seller, but always, as originally, based on such arbitrary specifications as in the beginning enabled the distributor to put some measure of value on the log product.

In the beginning nothing but clear, sound stock was merchantable. Then as the industry developed and extended, it was not so easy to obtain perfect logs. The manufacturer and the distributor found that there were certain avenues of sale for those products not quite so good as the perfect stock, if they were sold at a slightly less price. So they made crude classifications in order to know somewhat of the trading value of what the log produced. These crude classifications were further evolved in the different markets until finally they became so complex as to cause more or less chaotic conditions. Finally the various grading formulae were merged into one general classification which, however, was still but the outcome of the original plan of classifying merely as a measure of log value. That basic principle has continued from then on and today represents the basis of those classifications under which practically all lumber is sold. There are some notable exceptions, but this statement holds good in the main.

It is the recognition of the fact that this system is basically incorrect that has brought about the urge towards a standardization program and the general adoption of the principles enunciated in the beginning of the notable movement. It is merely a frank statement of fact to say that hardwoods are included in the category above described.

Recent antagonistic pronouncements have declared the program opposed to simplification because it includes provisions for *scientific grading*. HARDWOOD RECORD fears that such utterances are the result of confusion of the issue; of failure to understand that grading and inspection represent two distinct factors.

Grading of any commodity, if correctly applied, is the determination of specifications for that commodity according to the manner in which the commodity is to be utilized in its respective places of consumption. Inspection is merely the means of checking that com-

modity as it is sold to determine, first, if it has been properly classified according to specifications, and secondly, if shipment has been made according to original correct classification.

Thus when the program is belittled because it is based on "high sounding nomenclature—scientific grading,"—it is complimented. Recourse to such acknowledged authorities as Webster's New International Dictionary is never amiss. This notable work says that science is:

"Knowledge; knowledge of principles or facts; knowledge classified and made available in work, life, or the search for truth; comprehensive knowledge." The same work says that "scientific" means "agreeing with or depending on the rules or principles of science."

Thus from these definitions it clearly appears that the whole meaning of this standardization program and its correlated program of determining scientific grades, contemplates only that the true facts of production and consumption of lumber may be known and may be so accumulated, systematized and formulated that they may be available in correctly manufacturing and in correctly utilizing lumber. It would seem that this would be an excellent basis on which to run almost any business.

The fact that the adoption of this standardization program has resulted so far as hardwood is concerned, in a bitter controversy has, of course, no bearing upon the correctness of the principles involved. The resistance which has been set up within the hardwood industry against the program is the natural result of the fact that the development of the new movement must, by virtue of existing and unavoidable circumstances, be in opposition to a powerful organization which through highly efficient management has functioned with notable success as an agency through which hardwood lumber has been marketed. It does not exactly follow that because that agency has been efficient and successful as a business organization that the basis of classification which it controls, coming as it does as an evolution from the crude classifications in the beginning, must be the best it is possible to evolve. It would seem, in fact, that as the average fabricator of hardwood products bought under those classifications is wasting in his factory anywhere from thirty to seventy per cent of the material purchased, that there must be something fundamentally wrong. It is not claimed in the program that its adoption would raise the quality of timber or logs being cut in any section of the country. The log will remain as at present with continuance of gradual decrease in quality. The effect though will be a change in the method of classifying the product of the log and possibly some attention to the way the log is cut so that its contents may be more accurately aligned with such new classifications as are eventually put into effect. It should not be overlooked, though, that these classifications are proposed as an accurate representation of efficiency of consuming requirements, and this in turn involves a thorough understanding of the project on the part of consumers and a reasonable measure of co-operation from them in order that such utilization values in lumber classification may be correctly established.

Among the soft wood groups this consumer participation is assured through the earnest co-operation of consuming interests. In the hardwood group this participation has not yet been formally authorized, probably because the program has been represented to the consuming industries as just another attempt to muddy the hardwood waters with inter-association jealousies and antagonisms and that this nefarious attempt is but thinly veiled with the cloak of the standardization program. HARDWOOD RECORD repeats that because the progress of standardization in hardwoods has developed the opposition which has naturally materialized, it does not follow that the principles on which the program is based are incorrect. It, in fact, is significant that thus far such opposition has apparently concerned itself with personal incrimination, the crimes alleged being jealousy and disloyalty. There has as yet been no constructive or intelligent analysis or criticism of the program—except that it is a new conception of what has long been considered by the best element in both producers and consumers as good hardwood merchandising, and that it is apt to disturb the status quo.

The peculiar thing about the current hardwood controversy is that the bone of contention represents merely an effort to unify and adopt as standard practice, a custom that has been individually followed by a coterie of buyers who have thoroughly understood their product and the raw material required in its fabrication. Consumers are urged to ignore the controversial phase with which the introduction of standardization in the hardwood industry has been met and to investigate the project on its merits as something which, if ultimately evolved, will redound to their notable and pecuniary advantage. This program can be consummated only when consumers have analyzed and standardized, and through this means grouped their requirements in such manner as will enable the classification of grades on the basis of those groups insofar as it is practicable. In the end it will be found practicable to go almost one hundred per cent in this direction. The consumer will then benefit directly and in dollars and cents through having available a classification of lumber which, because designed for his needs, will effect real economy in working with a minimum waste and with a price made more stable through the fact that from the millman's standpoint it has not, as at present, taken the very cream of the log.

It is a fact worth emphasizing that the program has been urged in the past with great sincerity and as a logical mark of progress. It is not a matter of arbitrary revolution but merely an intelligent attempt to meet a vital issue which confronts the industry. The startling spread between firsts and seconds and lower grade valuations, has presented an insurmountable problem. Decreasing percentage of firsts and seconds is a fact and not a myth. The accumulating percentage of lower grades, which in the main are devoid of stable and dependable markets, has made it a matter of necessity for the millman to secure for his small percentage of uppers sufficient to carry a less than cost price on his lowers. That situation is an economic crime from the standpoint of production, utilization and of greatest importance, conservation. It has been

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proven through individual practices long in operation that this matter of merchandising according to consuming requirements will work in a practical way. This new program is merely an attempt, first, to coordinate consuming requirements, and second, with that as a basis, to apply the principle behind individual correct merchandising to the industry at large so that production and markets may be stabilized, the economically unsound basis involving a widespread difference between grade values may be eliminated and waste, which at present is alarming, may be vastly reduced.

HARDWOOD RECORD is not concerned with the controversial phase of the matter and regrets the necessity of having to record such views so as will recognize the existence of that controversy. It has thought from the beginning of this program, and for a long while before the program of unifying effort was promulgated, believed in the principles defined. Now that those principles are beclouded through the interjection of a purely controversial phase, it deems it necessary to contribute what it can to setting the real issue before the industry.

It is not and never has been proposed in this program to arbitrarily set up new standards for the single purpose of disturbing old and efficient agencies, nor has it been contemplated to arbitrarily make new classifications merely for the purpose of having something different. It is proposed, though, to determine how far it is practicable to go in the matter of co-ordinating consuming requirements and then of classifying the lumber products according to those requirements in order to make production and sales more efficient and to minimize waste. It has never been remotely contemplated that there shall be any government supervision or authority either in supervising the application of such new grading as may result or in the promulgation of such grades. Nor is this movement merely an underhanded and poorly disguised attack on the distributor, i. e., the wholesaler. In fact, the wholesaler at large played an important part in and contributed greatly to the original conference at which this effort was launched.

It is unfair and unwise to say that merely because the application of this program to the hardwood industry meets with the opposition of an agency within that branch of the lumber business, those elements within the hardwood branch who are responsible for the attempt to introduce it are actuated solely by sinister and dishonorable motives and are using this simply as a cloak. It is inconceivable that big men, willing to apply their natural intelligence to this program as they do to their other problems, could long countenance the belief that this movement, acclaimed and wholeheartedly endorsed by every other single agency in lumbering, should be wrong in principle only in its application to hardwoods and merely because there exists within the hardwood industry a powerful *inspection agency*. Inspection is not the point of controversy. Proper classification—proper specification—in short, proper grading is the objective, and it is immaterial as affecting the trade itself what agency has sponsored the program of applying proper grading to the hardwood industry. The fact that a considerable group of important and intelligent consumers have expressed satisfaction with current methods and agencies of *inspection*, has not the remotest bearing on the principles of proper specifications, i. e., grade, as now advocated. The fact that the same consumers quite naturally expressed themselves as against the slightest governmental supervision of the making or administering of grades, similarly does not bear even remotely on this program, as such inference even in the most indirect and closely guarded manner has never been so much as contemplated, not to say, suggested.

HARDWOOD RECORD believes that the theory of this program is correct, and further that it is so correct as to make certain that even though this movement had never been started as an unified effort, such changes would have ultimately come merely as a matter of natural evolution. It believes that conditions are so ripe for the classification and sale of lumber in conformity to the principal enunciated, that regardless of what agency may have been behind the movement it would within a reasonable period have met with general approbation. Consequently, it believes that the project as sponsored by that element now behind it, the Hardwood Manufac-

turers' Institute will through conscientious effort meet in due time with general recognition and adoption. It believes this not because it thinks that element any more capable than any other of putting the plan into effect, but merely because that element has undertaken the job in a spirit of earnestness and sincerity that must make its impression on any unprejudiced mind. HARDWOOD RECORD will, because it believes in the principles, contribute what it can to enlighten the industry and the consumer of hardwood products as to the facts of standardized and scientific specifications built on a foundation of *utility value* and not *log value*.

General Market Conditions

THERE IS VERY LITTLE CHANGE in the conditions obtaining at the time our last issue was published. According to the best information the shortage of cars has continued with no interruption, and the trade has pretty much accepted the situation as inevitable for the time being, realizing that this difficult situation will likely continue for a few weeks longer. In the meantime, though, it is seriously interfering with lumber shipments, and as well is retarding production still further on account of interference with log shipments.

In the matter of demand, the situation seems to be brightening considerably right along, and is showing reflection in the market price. The concern of both the shipper and the consumer today is shipments, and that feature will continue to occupy the limelight until the cotton and grain movement is completed and bad order cars which accumulated during the recent strike have been put into repair.

Northern Operators Will Canvass Thoroughly Input Possibilities of Coming Winter

A thorough canvass of the logging possibilities for the coming winter will be made by the Northern Hemlock & Hardwood Manufacturers' Association at the regular quarterly meeting, which will be held at the Pfister Hotel in Milwaukee, Wis., on Thursday, October 12. O. T. Swan, secretary-manager, announces that in order that the survey may be most comprehensive the members of the Northern Logging Congress and the Northern Pine Association have been invited to participate in the meeting.

The outlook now is for the biggest log input in many years in the Lake States, if men are available. But this is a problem which the meeting will have to consider. Wages of labor rose considerably in Wisconsin during the summer and at present there is a shortage of men for woods work. The Wisconsin Industrial Commission estimates that about 10,000 men in that state will leave seasonal kinds of employment this fall, but they also say that, presumably, many of them will not leave the general localities in which they are now working. Thus it appears that the attempt to secure a very heavy log input in the North this winter may be defeated by the lack of men. It has been suggested that some form of competition for men, thus greatly increasing production costs this of advertising might be worked out to induce classes of workers to come to the woods who have heretofore avoided woods work. The situation is somewhat critical in another way in that a shortage of men means that wages may continue to go up through the winter. The operator thus has to guess at market conditions next year to figure out the maximum cost he can stand at the present time.

In order that the situation may be examined on a basis of understanding, the association has just completed a compilation of fairly accurate statistics on log input during the past seven or eight winters and estimates on the probable input in the ensuing winter have been made. All this will be presented at the meeting in Milwaukee.

One of the members, presumably A. L. Osborn, will present a paper on "Present Cost of Production" in detail.

The association will also participate in a discussion of the market outlook for 1923, that is, whether the demand for lumber will be relatively the same as at present or better or worse in the light of the present and future general industrial situation.

Southern Car Supply Unimproved

Bulletin

A conference will be held at St. Louis Tuesday, October 10, between representatives of the Southern Hardwood Traffic Association and the Interstate Commerce Commission to devise ways and means of relieving the very costly and very acute shortage of cars now throttling the hardwood lumber industry of the entire south. This conference has been arranged at the earnest solicitation of Frank Carnahan, eastern manager of the association, with headquarters in Washington. S. M. Nickey, president of the association, states that a strong delegation from Memphis will attend. The commission has also advised Mr. Carnahan that efforts will be made to move cars through the Potomac yards into southern territory as a means of furnishing relief to lumber interests. J. H. Townshend, secretary-manager, says that "conditions are frightful as far as cars are concerned." He adds that "some lines have broken down completely and hardwood manufacturers are being supplied with but 15 to 20 per cent of their car needs."

Replies received by the Southern Hardwood Traffic Association to the questionnaire sent to its members some days ago to ascertain the percentage of cars they were receiving compared with the number actually required for the period from September 1 to September 23, inclusive, clearly indicate that there has been no improvement whatever in car supply as touching the southern and eastern hardwood industry. They show that, with the single exception of the Illinois Central and the Yazoo & Mississippi Valley roads, the shortage is very heavy and that the majority of the lines are furnishing only from 2 to 45 per cent of the cars actually ordered for handling outbound shipments. The roads excepted have given very good service and, while there are complaints regarding shortage of cars thereon, these two roads are not included in the tabulation, which follows:

Eastside Roads

Name of railroad—	Number firms reporting	Cars ordered	Cars furnished	Per cent cars furnished to cars ordered
St. L.-S. F. Ry. (East).....	5	301	18	6%
L. & N. R. R.....	8	143	46	32%
Southern Ry.....	14	1,327	155	12%
Mobile & Ohio.....	5	44	29	66%
G., M. & N. R. R.....	7	316	57	18%
N. C. & St. L. Ry.....	3	21	15	71%
G. S. I. R. R.....	2	359	73	20%
A. T. & N. R. R.....	2	302	8	2%
Tenn. R. R.....	1	138	..	0%
B. & N. W. R. R.....	5	48	20	43%
B. & S. W. R. R.....	1	100	38	38%
Miss. Cent.....	1	40	10	25%

Westside Roads

Name of railroad—	Number firms reporting	Cars ordered	Cars furnished	Per cent cars furnished to cars ordered
Missouri Pacific R. R.....	51	2,956	546	18 1/2%
Frisco (West).....	13	933	141	15%
St. L. S. W. Ry.....	5	128	19	15%
C., R. I. & P. Ry.....	7	253	107	42%
V. S. & P. Ry.—A. & V.....	7	357	50	14%
M. & N. A. Ry.....	7	153	16	11%
L. R. & N. Ry.....	1	46	46	100%
T. & P. Ry.....	1	51	23	45%
G. C. & S. F.....	2	135	77	57%
J. L. C. & E.....	1	5	..	0%
St. L. K. & S. E. Ry.....	1	36	..	0%
A. & N. Ry.....	1	66	29	44%
G. & W. Ry.....	1	83	..	0%
H. E. & W. T.....	1	23	20	90%
A. & W. Ry.....	1	60	45	75%
L. & A. Ry.....	2	50	14	28%

No Recent Improvement

There has been no improvement in the car supply situation since these returns were compiled, according to J. H. Townshend, secretary-manager. However, he anticipates that some relief may be secured from the Interstate Commerce Commission in the near future. The information already given was presented to this body at Washington, D. C., Thursday, Oct. 5, and Frank Carnahan, eastern manager, with headquarters in the capital, has received advices from the director of car service that the matter will receive early attention.

The association has gone a step further than showing car shortage. It has gathered data relating to the heavy losses sustained by lumber-carrying

roads in interchange with roads in the north and east. This indicates that the Illinois Central has lost approximately 20,000 cars since the first of July when the shopmen's strike began, and that other important roads have lost from 350 to nearly 20,000 each. A short time ago the Southern Pine Association and the Southern Hardwood Traffic Association joined hands in an effort to secure a fairer interchange, appreciating the fact that failure of receiving roads to return empties to lumber-carrying lines was largely responsible for the woeful shortage of equipment on the latter.

Mr. Carnahan is spending practically all of his time in Washington in an effort to secure relief from the Interstate Commerce Commission and the car service division of the American Railway association. In the meantime, the general offices at Memphis are compiling all the data obtainable regarding the actual situation and is rushing this to Mr. Carnahan in an effort to secure relief.

Some shippers of southern hardwoods report that they are behind from 50 to 150 cars, while others say that they have been forced to discontinue the acceptance of further orders until they have secured cars for shipping out at least a substantial portion of the lumber they have already sold. Perhaps the "hardest luck" story is told by one Memphis lumberman, with mill in Louisiana. He says he has not received a single box car for lumber loading in more than thirty days and, furthermore, that the management of the Missouri Pacific, on which his mill is located, does not hold out promise of any substantial relief.

The Illinois Central and the Yazoo & Mississippi Valley lines are urging the most hearty co-operation on the part of shippers in loading and unloading cars within 24 hours and in loading to full capacity. Col. A. H. Egan, superintendent of the latter, says that, owing to the active interest displayed by J. H. Townshend, secretary-manager of the association, the lumbermen are giving 100 per cent efficiency in this direction.

Asked Not to Reconsign Cars

The association is urging its members against reconsigning of cars and intimates that the railroads are considering clamping on a charge of \$10 per day for each car held at junction points for reconsignment if the practice is not stopped.

The embargo situation shows considerable improvement. Practically all the embargoes maintained against hardwood lumber and forest products on the part of southern roads have been lifted during the past few days. This applies to both the Southern Railway system and the Louisville & Nashville. Further east, the Chesapeake & Ohio, the Norfolk & Western and the Baltimore & Ohio have likewise removed or greatly modified their embargoes, thus materially relieving the situation in territory served by these lines. Still further east, however, partial or complete embargoes are still maintained by the New York Central, Lehigh Valley, and Delaware, Lackawanna & Western, while the Pennsylvania has instituted an embargo against hardwood lumber and forest products from some of its connections.

How to Prevent Damage to Wood for Making Vehicles

Prevention of sap-stain, mold and incipient decay in green wood, particularly that used for making vehicles, lies in a combination of remedial factors no one of which is by itself a sovereign remedy, declares the United States Department of Agriculture in a new publication, Department Bulletin 1037, a professional paper by Nathaniel O. Howard, pathologist. The following factors are pointed out as being especially important:

Care in the selection of green timber in order to obtain, if possible, material free from fungous infections; expedition in the movement of the green wood from the felling of the logs to that time in the process of manufacture when it becomes sufficiently dry to resist the attacks of fungi; provision at all times for ample ventilation of the stock that it may quickly become at least surface dried, thus making it difficult for the fungous spores to obtain from the exposed sapwood the moisture necessary for germination; the kiln drying of the stock wherever possible and whenever the cost will permit, and in special cases steam treatment or the use of antiseptic dips, followed by proper piling to insure ample ventilation.

Copies of the bulletin, which is entitled "The Control of Sap Stain, Mold and Incipient Decay in Green Wood with Special Reference to Vehicle Stock," may be had by those interested in the subject upon application to the United States Department of Agriculture, Washington, D. C.

Blight-Infected Chestnut as Durable as Sound Chestnut

Service records collected by the U. S. Forest Service indicate that chestnut posts, poles and ties cut from blight-infected trees are as durable in service as similar timbers cut from healthy trees. Inspections on posts in one locality during eight years of service showed that decay progresses about as rapidly in undiseased posts as in blight-infected posts.

Blight-killed chestnut should be cut and utilized as soon as possible. Allowing dead trees to check and become infected with decay in the woods shortens the service life of timbers cut from the tree.

Standardization Committee Formulates Creed

Three-Day Session in Capital with Hoover and Others Results in Plan for Speeding Lumber Standardization, Simplification and Guarantees Program to Successful Conclusion

The Central Committee on Lumber Standards, which has for three days been in session with Secretary of Commerce Hoover, other officials of the Department of Commerce and of the Forest Service at Washington, D. C., for the purpose of preparing the basis of final action for simplification and standardization of the entire lumber industry, issued the following statement upon adjournment October 5:

"In view of the demands upon all industry for the adoption of business practices which will bring about more economical methods of production, distribution and utilization, in the interests of sound public policy, the lumbermen of America have taken upon themselves the responsibilities on their own behalf, and such activities were ordered established through what was termed the Central Committee on Lumber Standards, which was created by a conference of representatives of manufacturers, distributors and consumers of lumber in July, 1922.

"This Committee on Lumber Standards, after a three-day session in Washington, D. C., in order to carry out the above enumerated principles, has decided upon the following program:

"To collect and analyze all information concerning standardization and simplification of sizes, grades and names of lumber products.

"To submit its findings to the producers, distributors and consumers of lumber through their various associations.

"To secure thorough discussion of the questions involved and to compare any differences developed between various associations or interests in the trade.

"To establish by grade-marking and inspection service a guarantee to the lumber-using public the delivery of the exact qualities and quantities of lumber purchased.

Finally, to arrange a national conference of accredited representatives of all lumber interests at Washington to take final action and adopt specific practices in all these fields, which may have the support of the Department of Agriculture through the Forest Service, and of the Department of Commerce."

Invite Others to Participate

Exercising its authority to add members, the committee voted to ask the wood-using industries to designate someone to represent them on the committee. The mechanical and other interested departments of the railways were also invited to confer with the committee regarding the standardization of car, bridge and track material.

In the final hours of its session the committee considered all of the many phases of the three major divisions of the subject before it, namely:

Simplification of lumber grades.

Standardization of lumber sizes.

Authoritative certification of quality and quantity.

In a number of respects the committee defined the limitations

within which it, as well as the consulting staff to be established, will proceed with the work. The committee will meet again as soon as its conclusions have been communicated to the interested associations and allied industries, and the consulting committee or staff has been appointed. This meeting will be a joint one of the committee and the technicians, and will have before it reports and critiques from all the associations of manufacturers, distributors and consumers of lumber on its tentative proposals. The final action referred to in the last paragraph of the committee's declaration above quoted will not take place until some time after the next meeting or, perhaps, several meetings of the committee. The idea is to have all of the interested industries so thoroughly conversant with the subject and so settled in their views that when the proposed national conference is held it will be able to introduce the decisions arrived at.

Chairman John W. Blodgett, who is president of the National Lumber Manufacturers' Association, will review the results of the committee's work at a conference with Secretary Hoover on October 6.

Committee Meets with Secretary Hoover

Secretary of Commerce Hoover told the Central Committee on Lumber Standards, representing all branches of the American lumber manufacturing, distributing and using industries, the afternoon of October 3, that there should be set up a staff with a directing mind of the first order behind which the Central Committee should stand in the tedious and comprehensive task of effecting grade simplification, size standardization and certification of quality and quantity, or inspection of lumber throughout the country.

The Central Committee on Lumber Standards was set up at a conference of the lumber industry in all its phases, held at Chi-

cago last July, following a similar conference at Washington in May and a series of conferences, national, state and local, during the last three years. Before going into conference with Mr. Hoover the committee canvassed its authority, credentials, program and the means of effectuating its conclusions. All members of the committee were present in person excepting E. S. Hall of Chicago, representative of the architects, who was represented by a proxy, and C. A. Goodman of Marinette, Wis., a member of the National Hardwood Lumber Association. Mr. Goodman's absence was attributed to the fact that the National Hardwood Lumber Association has not seen its way clear to unite with other bodies in realizing a general national system of standardization, simplification and inspection. The Hardwood Manufacturers' Institute was represented through John H. Kirby, president of the Southern Pine Association, who is on the committee as the general representative of the lumber manufacturing interests.

It was the consensus of opinion that the committee's function was to act as a steering organization to draft and submit to the



HERBERT C. HOOVER
Secretary of Commerce



John W. Blodgett,
Chairman of Committee



John H. Kirby,
Manufacturers' Representative



Dwight Hinckley,
Wholesalers' Representative

various branches of the lumber industry, their best judgment as to what should be done to effectuate simplification and standardization and how it should be brought about. It seemed to be the general opinion that some agency should be set up that would be a center of information, direction and stimulation of the program that should be independent of any existing trade organization, although it was suggested that the National Lumber Manufacturers' Association, with its headquarters in Washington, might be able to provide the machinery of administration through which the proposed bureau or committee could work.

The committee met with Mr. Hoover in the afternoon and John W. Blodgett, chairman, explained to him how the committee has been chosen and that it was in Washington to report progress and push the work to a successful conclusion as soon as possible. He thought that in a day or two they would be able to clarify the situation. Each member of the committee then told Mr. Hoover of the progress of the simplification idea in his particular department of the industry, and all agreed that the idea had taken root, that much educational work had been accomplished and that it is only a matter of time when the goal set by Mr. Hoover would be realized. In the course of the informal conversation that followed, Mr. Hoover said, among other things:

There are now twelve lumber associations that maintain an inspection service. I think it would be a great step to get these existing services open to the public. Then we could have some sort of a clearing house in that line and in time inspection will become more and more centralized. In suggesting national inspection, nation-wide not governmental inspection but by the industry itself, is intended. I noticed one association (Mr. Hoover referred to the National Hardwood Lumber Association) got clear out of bounds on this subject and played on the use of the word "national." This must be an entirely voluntary enterprise on the part of the industry, and if it can be accomplished will be one of the greatest forward steps ever taken by American industry as a whole. There should be set up a staff with a directing mind of the first order, behind which the Central Committee should stand in the tedious and comprehensive task of effecting grade simplification, size standardization and certification of quality and quantity, or inspection, of lumber throughout the country. This man needs to be chosen from the industry, should not be a sheer expert, and should be of such standing that his name will command attention and respect. This enterprise cannot be put through solely by a committee of busy men absorbed in their own affairs. There must be a continuous central activity. I feel gratified that so much substantial progress has come out of our conference here last spring. Of course, it is not to be expected that so large an undertaking could be accomplished in a few months. Naturally, there are discordant elements. But the problem now is to get into practical operation the consensus of judgment of the industry on these subjects. Some sort of a continuous staff is necessary to that end.

After conferring with Mr. Hoover the committee went into active consideration of the simplification program step by step, being

assisted by W. A. Durgin, Mr. Hoover's chief of Division of Simplified Practice. It is expected that it will take the committee three or four days to draft its conclusions regarding simplification and the administration of its effectuation. The members of the committee who were or will be in attendance are: Chairman John W. Blodgett, Grand Rapids, Mich., president of the National Lumber Manufacturers' Association; John H. Kirby, Houston, Tex., president of the Southern Pine Association and former president of the National Lumber Manufacturers' Association; John E. Lloyd, Philadelphia, president of the National Retail Lumber Dealers' Association; Dwight Hinckley of Cincinnati, director of the American Wholesale Lumber Association, representing the lumber wholesalers; W. E. Hawley, Duluth, Minn., representing the Association of Railway Executives and the building engineers, and E. S. Hall of Chicago, representing the American Institute of Architects.

Committee Reports Progress to Hoover

The Central Committee on Lumber Standards, having devoted the afternoon and evening of October 3 to canvassing the "agenda" prepared as a guide for its deliberations, spent October 4 in determining the form of organization to be set up in order to work out, as well as to effect the general acceptance of its final conclusions regarding simplification and standardization of the lumber industry. Late the afternoon of October 4 the committee reported to Secretary of Commerce Hoover the result of its deliberations so far, in substance, as follows:

The Chicago standardization conference in nominating the committee, designated John W. Blodgett, Grand Rapids, Mich., president of the National Lumber Manufacturers' Association, as chairman, and Mr. Blodgett has undertaken to act as the executive head of the committee's activities. W. E. Hawley of Duluth, member of the committee, representing the American Railway Association and the engineering profession, was elected vice-chairman. Dwight Hinckley of Cincinnati, director of the American Wholesale Lumber Association, was elected secretary, and John E. Lloyd of Philadelphia, president of the National Retail Lumber Dealers' Association, treasurer. R. G. Merritt was appointed executive secretary. Mr. Merritt has had a long experience in lumbering, forestry and commercial economics and is thoroughly familiar with the lumber standardization movement.

The various departments of the lumber and allied industries, trades and professions concerned in the standardization movement will be called upon to designate members of a technical staff which

(Continued on page 20)

What the Institute Insignia Means



The striking insignia which has been developed within the Hardwood Manufacturers' Institute's organization is held aloft as typifying or illustrating the purposes to which the work of the institute is dedicated.

The insignia speaks very eloquently for itself and as it is used its meaning will become more deeply engraved upon the minds of all those before whom it appears. The originator of the device, F. F. Murray, M. E., technical adviser of the institute, has been asked to interpret it and explain the message he would have it carry. Accordingly, the following is supplied:

The insignia is composed of three distinct parts—two parts interlocking, with the third element consisting of an encircling band serving to bind the upper and lower parts together.

In the upper segment there appears an illustration to typify the growing hardwood tree. This symbol would represent the factory raw material as contained in a natural resource.

Below in the lower segment appears the factory; not any particular type or character of factory in the vast field of woodworking, but again merely a structure designed to be symbolic of a hardwood factory enterprise.

Tree and Factory Interlocked

Since in the use of any raw material, that raw material should be delivered in such form as to fit into an economical, i. e. without undue waste, factory utilization, the two elements of the insignia, namely, the tree typifying the raw material on the one hand, and the factory on the other, symbolic of general factory utilization, are made to conform and are definitely co-ordinated or interlocked. This is the spirit of the institute, as in its work it desires to lay particular emphasis upon the necessity for hardwoods conforming to the needs of the consuming industry. In that direction lies the elimination of the great factor of unnecessary waste and the realization of improved practices.

The significance of the phrase "Scientific Utilization" appearing in the encircling band is in the fact that Scientific Utilization is the one great aid which can serve production, consumption and conservation and so co-ordinate the various divisions of the industry. Without Scientific Utilization in the harvest of the forest timber, economical manufacture of the lumber from the standing timber as a unit is impossible; without Scientific Utilization of that hardwood lumber, economical consumption of the raw material is impossible; and without Scientific Utilization in every department of the industry, conservation of our forest resources and the economical use of materials and labor is impossible.

"Scientific" Explained

"Scientific" is not a thought to be shunned as impractical, theoretical, or even "highbrow," as the very basis for science is common-sense and "scien-

tific" stands for the application of clear thinking. Science alone has been responsible for the so-called "supremacy of mind over matter." It is in a measure practicability itself.

By way of simple illustration, it will be readily acknowledged that the main force or strength which mere man can exert is next to nothing and alone is of little service in everyday industry, yet with the application of a little science man can use that energy in tremendous undertakings and can harness great forces. Science enables one to give force direction. Science is merely applied intelligence, common-sense, which in turn is the basis for the most technical and complex engineering.

Scientific Utilization, therefore, carries the idea of common-sense utilization in the light that every aspect of the utilization processes must provide the best possible means in the pursuit of progress. This in itself stands for the elimination of unnecessary waste. In the hardwood industry it stands for the best and most economical process in tree utilization (manufacture of lumber) and in hardwood lumber utilization (factory consumption) it stands for processes capable of adapting and adopting developments in the realization of thoroughly constructive progress.

Scientific Utilization of hardwoods means then nothing other than the best possible utilization of hardwoods from the tree to the finished product. The standing timber and the factory process must be bound together in the cause of Scientific Utilization. Agencies must be set up which will encourage better, more economical, less expensive utilization of hardwoods and this in fact is the course of Scientific Utilization of Hardwoods.

Purpose of Outside Band

An organization of hardwood producers which will provide that greatest force in the course of Scientific Utilization of Hardwoods from the forest to the finished factory product, and which toward that end will encourage the abandonment of wasteful practice, is the Hardwood Manufacturers' Institute. Such is its place in the hardwood industry in contributing material aid in the co-ordination or production and consumption. Accordingly, the insignia symbolizes this function in surrounding the upper and lower segments of the design by means of a band bearing "Hardwood Manufacturers' Institute—Scientific Utilization." This band is continually lessening the wide breach now existing between the raw material and its factory utility. The band typifies the drawing together of production and consumption and the encouragement of a better understanding between the two.

That binding-together agency is the Hardwood Manufacturers' Institute, pursuing its broad and constructive program of Scientific Utilization of Hardwoods from the tree throughout factory utilization.

This is the intended significance of the insignia.

(Signed) F. F. MURRAY.

Conservationists Approve Institute Program

At a recent meeting of the executive committee of the Southern Forestry Congress the program of the Hardwood Manufacturers' Institute was entirely approved.

The Southern Forestry Congress, of which W. D. Tyler of Virginia is president, and in which such important figures in forestry and conservation as Col. Joseph Hyde of North Carolina, Col. Henry E. Hardtner of Louisiana, Dr. E. N. Lowe of Mississippi are prominent, is primarily interested in the maximum preservation of existing forest, the wisest utilization and conservation of our timber resources, as well as sane and reasonable reforestation measures.

The officers of the congress see in the plans of the institute, especially, a better formulation of grade rules, ways of eliminating or avoiding a vast amount of waste which is unavoidable under present grade specifications and merchandising methods.

By a resolution unanimously adopted the executive committee of the congress invited C. H. Sherrill, president of the Hardwood Manufacturers' Institute, to address the approaching meeting of the congress, which will be held at Montgomery, Ala.

While all instrumentalities seeking to promote the conservation of timber resources approve the lumber standardization and simplification program, the action of the Southern Forestry Congress is possibly the most definite action taken by an organization of its character since the first standardization meeting in May, and is important not only in that it shows the views of this important group, which includes so many prominent men and capable thinkers, but also as pointing the way for proper emphasis to and support of the Hardwood Manufacturers' Institute and the lumber standardization movement.

The success of the "educational" campaign being conducted by the National Lumber Manufacturers' Association in its correspondence courses has been so marked that the association will follow up the course with the issuance of a series of books covering the lumber industry.

The association announces that its correspondence courses have grown from 100 "pupils" to 1,800 at the present time. It is understood that the series of books will, in a general way, epitomize the correspondence course. Preliminary announcement is that the series will be five in number, each book or brochure containing 12 or 15 chapters. When completed the books will be distributed to the trade.

(Continued from page 18)

will act in an advisory and consulting capacity to the Central Committee, the members of which plan to meet frequently and give much personal attention to the progress of the work.

The committee will have its central office in Washington, and will make use of the machinery of the National Lumber Manufacturers' Association and its member bodies in carrying on its work. It is expected that the committee will also avail itself of the technical and administrative facilities and standardization committees of all the interested associations, in crystallizing the principles and details of standardization and simplification, and will thus be able to effect its purposes in intimate contact with the industry and without setting up any elaborate new executive machinery. But the committee plans to pursue its course independently of any existing association or other organization in the lumber industry. The technical side of the standardization and simplification will be very largely guided by the Forest Service of the Department of Agriculture, which will be adequately represented on the technical committee.

The committee, under the resolution creating it, adopted by the lumber industry conference in Chicago last July, has authority to enlarge its membership, and may avail itself of that right later on.

In the next two days the committee plans to agree upon the broad general bases of simplified grades and dimensions, and authoritative certification of quality and quantity of lumber.

Mahogany Lumber Prices Advance With Imposition of Duty on Logs

One of the first practical reactions of the lumber industry to Schedule 4, the "Wood and Manufacturers of" schedule of the new tariff measure, the Fordney-McCumber bill, signed by the President on Friday, September 22, is an estimated average advance of some \$10 a thousand on mahogany lumber. Mahogany logs entered duty free under the Underwood-Simmons tariff measure, which was repealed by the Fordney-McCumber bill, which places an ad valorem duty of 10 per centum on these logs.

The Schedule increased the duty on other woods products and placed duty on some which like mahogany logs had been on the free list since 1913 and before.

The text of Schedule 4 follows:

SCHEDULE 4.—Wood and Manufactures of

Par. 401. Logs of fir, spruce, cedar, or Western hemlock, \$1 per thousand feet board measure; Provided, That any such class of logs cut from any particular class of lands shall be exempt from such duty if imported from any country, dependency, province, or other subdivision of government which has, at no time during the twelve months immediately preceding their importation into the United States, maintained any embargo, prohibition, or other restriction (whether by law, order, regulation, contractual relation or otherwise, directly or indirectly), upon the exportation of such class of logs from such country, dependency, province, or other subdivision of government, if cut from such class of lands.

Par. 402. Brier root or brier wood, ivy or laurel root, and similar wood unmanufactured, or not further advanced than cut into blocks suitable for the articles into which they are intended to be converted, 10 per centum ad valorem.

Par. 403. Cedar commercially known as Spanish cedar, *lignum-vitae*, lancewood, ebony, box, granadilla, mahogany, rosewood, satinwood, Japanese white oak, and Japanese maple, in the log; 10 per centum ad valorem; in the form of sawed boards, planks, deals, and all other forms not further manufactured than sawed, 15 per centum ad valorem; veneers of wood and wood unmanufactured, not specially provided for, 20 per centum ad valorem.

Par. 404. Hubs for wheels, posts, heading bolts, stave bolts, last blocks, wagon blocks, car blocks, heading blocks, and all like blocks or sticks, rough hewn or rough shaped, sawed or bored, 10 per centum ad valorem.

Par. 405. Casks, barrels, and hogsheds (empty), sugar-box shooks, and packing boxes (empty), and packing-box shooks, of wood, not specially for, 15 per centum ad valorem.

Par. 406. Boxes, barrels and other articles containing oranges, lemons, limes, grape fruit, shaddocks or pomelos, 25 per centum ad valorem; Provided, that the thin wood so called, comprising the sides, tops, and bottoms of fruit boxes of the growth or manufacture of the United States, exported as fruit box shooks, may be reimported in completed form, filled with fruit, by the payment of duty at one-half the rate imposed on similar boxes of entirely foreign growth and manufacture; but proof of the identity of such shooks shall be made under regulations to be prescribed by the Secretary of the Treasury.

Par. 407. Reeds wrought or manufactured from rattan or reeds, whether round, flat, split, oval, or in whatever form, cane wrought or manufactured from rattan, cane webbing, and split or partially manufactured rattan,

not specially provided for, 20 per centum ad valorem. Furniture made with frames wholly or in part of wood, rattan, reed, bamboo, osier or willow, or malacca, and covered wholly or in part with rattan, reed, grass, osier or willow, or fiber of any kind, 60 per centum ad valorem. Split bamboo, 1 1/4 CENTS per pound; osier or willow, including chip of and split willow, prepared for basket makers' use, 35 per cent ad valorem; all articles not specially provided for, wholly or partially manufactured of rattan, bamboo, osier or willow, 45 per centum ad valorem.

Par. 408. Toothpicks of wood or other vegetable substance, 25 per centum ad valorem; butchers' and packers' skewers of wood, 25 cents per thousand.

Par. 409. Porch and window blinds, baskets, chair seats, curtains, shades or screens, any of the foregoing wholly or in chief value of bamboo, wood, straw, papier-mache, palm leaf or compositions of wood, not specially provided for, 35 per centum ad valorem; if stained, dyed, painted, printed, polished, grained, or creosoted, 45 per centum ad valorem.

Par. 410. Spring clothespins, 15 cents per gross; house or cabinet furniture wholly or in chief value of wood, wholly or partly finished, wood flour, and manufactures of wood or bark, or of which wood or bark is the component material of chief value, not specially provided for, 33 1/3 per centum ad valorem.

Under the free list are found:

Par. 1660. Shingles.

Par. 1672. Standard newsprint paper.

Par. 1700. Wood: Logs; timber, round, unmanufactured, hewn, sided or squared otherwise than by sawing; pulp woods; round timber used for spars or in building wharves; firewood, handle bolts, shingle bolts; and gun blocks for gunstocks, rough, hewn or sawed or planed on one side; sawed boards, planks, deals, and other lumber, not further manufactured than sawed, planed, and tongued and grooved; clapboards, laths, ship timber; all of the foregoing not specially provided for; Provided, That if there is imported into the United States any of the foregoing lumber, planed on one or more sides and tongued and grooved manufactured in or exported from any country, dependency, province, or other subdivision of government which imposes a duty upon such lumber exported from the United States, the President may enter into negotiations with such country, dependency, province, or other subdivision of government to secure the removal of such duty, and if such duty is not removed he may by proclamation declare such failure of negotiations, and in such proclamation shall state the facts upon which his action is taken together with the rates imposed, and make declaration that like and equal rates shall be forthwith imposed as hereinafter provided; whereupon, and until such duty is removed, there shall be levied, collected, and paid upon such lumber, when imported directly or indirectly from such country, dependency, province, or other subdivision of government, a duty equal to the duty imposed by such country, dependency, province, or other subdivision of government upon such lumber imported from the United States.

Par. 1701. Paving posts, railroad ties, and telephone, trolley, electric-light and telegraph poles of cedar or other woods.

Par. 1702. Pickets, palings, hoops, and staves of wood of all kinds.

Par. 1703. Woods: Sticks of partridge, hair wood, pimento, orange, myrtle, bamboo, rattan, India malacca joints, and other woods not specially provided for, in the rough, or not further advanced than cut into lengths suitable for sticks for umbrellas, parasols, sunshades, whips, fishing rods, or walking canes.

Richards Killed When Car Overturns

Ralph J. Richards, head of the Richards Hardwood Company, wholesale lumber dealer of Memphis, Tenn., met a tragic death on Friday, September 29, when his Dodge roadster overturned and pinned him beneath it on the return trip from Earle, Ark., whither he had gone earlier in the day. Only his hand extended from beneath the car and there were no witnesses to the accident. The driver of a bus discovered the overturned car probably two hours or more after the accident. Mr. Richards was still alive and recovered consciousness enough to tell where he lived, but was never able to give any information regarding the accident. He was rushed to a hospital, but died on the way there. Funeral services were conducted from the family residence in Memphis, Sunday afternoon, October 2, under the auspices of the Masonic Lodge. A widow and three children survive.

Mr. Richards went to Memphis about seven years ago and was associated for some time with W. H. Bonner & Sons. Later he became a member of the Richards-Dacus Hardwood Company, and within the last two years formed the company bearing his name. He was a member of the Lumbermen's Club of Memphis and served as chairman of the entertainment committee of that organization for one year.

Utilizing "Inferior" Hardwoods

An eastern manufacturer of furniture had always used yellow poplar or whitewood for certain purposes and found it eminently satisfactory. Not until two years ago, when prices began to go "out of sight," did it occur to him that some less expensive lumber might meet his needs equally well. He put his problem up to a lumber dealer, who recommended soft maple, for which the market has always been rather poor. It proved to be fully as good for the purpose as the whitewood, and this item of cost is kept down to the pre-war figure.

Another manufacturer in the same locality had been using selected beech for miter boxes, and he too began to wonder if there wasn't some less costly wood that could be used. The next time the lumber salesman called on him he stated his case and was advised to try out a small lot of log-run white birch. The white birch in southern New England runs harder than that of Maine, and proved to be fully as good for miter boxes as the selected beech. The waste in cutting up is small, and the net cost is very much less than in the case of beech.



ONE OF 500,000 TIMBER TESTS

Tests of the mechanical properties of native woods begun in 1910 at the Forest Products Laboratory, Madison, Wisconsin, reached the half-million mark recently when the 100-pound hammer of the impact testing machine crashed through a specimen of white ash grown in Bennington County, Vermont. ¶ The insert shows the felling of the white ash tree from which test specimen 500,000 was taken with other test pieces needed in a study of the influence of growth conditions on the properties of wood, now in progress at the Laboratory. ¶ The markings of the particular specimen shown indicate that it came from the south side of the tree, at a distance of two inches from the center, and between 12 and 16 feet above the stump. The care used in marking this piece is only typical of the care with which all specimens are marked in order to relate test data with growth conditions. ¶ The figures obtained by tests at the Forest Products Laboratory constitute the most complete data available on the properties of native woods and as such are recognized not only by American but by foreign wood users as well. The information is used daily by architects, builders, lumbermen, manufacturers, and wood users generally.

Business Improved, Chair Makers Report

General improvement in business with chair factories was reported to the quarterly meeting of the National Association of Chair Manufacturers held at Absecon, N. J., on September 28 and 29. Sessions were held on both forenoons and the entire evening of the first day, with A. P. Derby, president, presiding.

The meeting concentrated upon an analysis of costs and all present were unanimous that chair manufacturers had lost money for a sufficient length of time and that a turn in affairs was so evident that it behooved every manufacturer to "put his house in order" so that real profits would be secured on the capital invested in his business.

In line with the recommendation from the National Council of Furniture Associations just preceding the chair meeting, the latter recommended that its members revise their costs based on present

replacement value, and by the discontinuance of leaders which have been sold at less than cost, establish stability for chair values, which stability will be to the advantage of both manufacturer and retailers.

Many factories reported that in experiencing an increased demand for their products that their attempts to add men to their factory force revealed a shortage of labor both of the common type and of the class of experienced workers required in the manufacturing of chairs.

Having passed through a most trying experience the past two years, the members of the Chair Association are determined that, fortified with a correct knowledge of costs, ruinous competition will not be their practice, and that the values established on their product will net a satisfactory profit on the capital invested in the business.

When it is realized that the invested capital of the average furniture factory is not turned over two times during the best years, the hazards of fabricating lumber into furniture, especially chairs, makes it necessary to follow the trend of taste of the buying public most carefully and to inject real merchandising ability into the distribution of the factory output of chairs to the retail trade.

The meeting endorsed the recommendation of the National Council of Furniture Associations to the effect that all furniture manufacturers should support both morally and financially the American Homes Bureau and because of such support the manufacturers are not subject to solicitations by the retailers or newspapers or promoters of furniture style shows, or other activities of the retailer which are of local character, whereas the manufacturers' problem is of national scope.

The meeting of the Chair Association was the best in point of work accomplished of any meeting ever held and points the way to renewed activity with the measure of success being increased profits on the invested capital of each member of that organization.

The annual meeting will be held at French Lick Springs on December 11 and 12.

Foye Wins Memphis Golf Championship Second Time

W. J. Foye, Omaha, Neb., with a 76 for the first eighteen holes and a 75 for the last eighteen, making the very creditable score of 151 for the 36, captured the championship in the fourth annual tournament of the Lumbermen's Golf Association of Memphis, held over the links of the Colonial Country Club Friday, October 6, and carried off the grand prize offered by H. B. Weiss, president.

This makes the second time Mr. Foye led the entire field in these tournaments, as he was the victor in the first held here in 1920. His performance was truly remarkable in the light of the heavy condition of the links resulting from the rainfall which occurred during the day. He easily out-distanced F. Crager, Helena, Ark., and A. G. Gill, who carried off championship honors in 1921 and 1922, respectively.

C. C. Dickinson, E. Sondheimer Company, Memphis, won the prize offered by John Wade & Son in the handicap event, with a net score of 144 for the 36 holes.

L. E. Cornelius, St. Louis, had the second lowest gross score, 163, 12 strokes behind W. J. Foye.

Golfers from ten States, as well as a representative from Canada, participated in the tournament.

The dinner at the club house was thoroughly enjoyable.

R. C. Stimson, Memphis, was elected president, and L. E. Cornelius, St. Louis, vice-president. J. R. McFadden, Memphis, was re-elected secretary-treasurer. The board of governors chosen follows: Jos. Thompson, Memphis; R. Carnahan, Pine Bluff, Ark.; E. F. Jennings, Helena, Ark.; F. T. Dooley and F. G. Smith, Memphis.

Rosin and Lampblack Vs. Red Lead and Oil Their Relative Value as Coatings to Prevent End Checking of Stock During Kiln Drying

By James D. Studley

Assistant Wood Technologist Forest Products Laboratory
United States Forest Service Madison, Wisconsin

Rosin and Lampblack

There is probably no end coating more universally applied to minimize end checking in the kiln drying of refractory hardwoods than a heavy mixture of red lead and oil. There are few mixtures, on the other hand, less used commercially than rosin and lampblack. Differences of opinion concerning the relative effectiveness of the two coatings led to their comparison on a commercial scale by the Forest Products Laboratory, Madison, Wisconsin. The study was made at the plant of the Mandt Wagon Company, Stoughton, Wisconsin.

Arkansas swamp oak bolster stock of heavy sizes was used in the study. Of the 905 pieces end-coated, 506 were of the "heavy regular" ($4 \times 7\frac{1}{2}$ ") class, 175 of the "standard regular" ($3\frac{3}{4} \times 7\frac{1}{4}$ ") class, and 224 were of the "medium regular" ($3\frac{1}{4} \times 7$ ") class. The stock had dried in the yard to an average moisture content of from 50 to 72 per cent prior to its use in the study; and the end checking resulting from yard seasoning had affected practically every piece, so that only the relative influence of the two end coatings could be determined.

No Variables in Stock or Loading

Every effort was made to secure an absolute uniformity of stock between the two end-coating groups. As the loads of stock came to the kiln they were divided into halves, one being immediately given the rosin and lampblack treatment, the other the red lead and oil treatment. To eliminate any variation in drying conditions between the two end coating groups, pieces from each end coating class were placed next each other in all parts of the kiln. The average condition of the stock, from the standpoint of end checking in each of the two end-coating classes and the average drying conditions imposed on each class, was thus practically uniform.

End-Coating Treatments

The red lead and oil mixture was prepared by grinding 70 pounds of red lead into one gallon of oil, composed of 2 quarts of raw linseed oil, 1 quart of naphtha, and 1 quart of varnish. The rosin and lampblack mixture was made up by heating together 30 parts by weight of rosin to one of lampblack. Both end coatings were applied to the bolsters with brushes just prior to the loading of the stock into the kiln. Some attention was needed to see that the rosin and lamp-

black mixture was at the proper temperature for application and that it gave the proper thickness of coating, but otherwise no particular discrimination in application was made.

Drying Conditions

All the stock was dried in the same kiln charge and in a kiln where drying could be kept practically uniform throughout. The kiln temperature ranged from 100° to 135° Fahrenheit and the relative humidity from 100 to 40 per cent. Steaming treatments at temperatures as high as 175° and for as long as two hours were imposed. It is thus seen that the end coatings were subjected to quite severe drying conditions. The stock was dried to an average moisture content of 10 per cent and then taken to the factory.

Determination of Coating Effectiveness

Within each size class of bolster stock a comparison was made of the honeycomb resulting in each of the end coating groups. To determine the amount of honeycomb present in a bolster, a section averaging an inch in length was cut from each end, and the four sides were surfaced. During this procedure and until such time afterwards as the honeycomb determinations were made, all stock of an end-coating group was kept together as a unit. The honeycomb determinations were made by measuring the maximum width of the widest honeycomb, both ends of the bolsters being considered, and classifying the bolster according to this width. A bolster having a honeycomb 2.86 mm. (1 mm. = 0.0394 inch) in width, for instance, and another 2.07 mm. in width would be thrown to the 2.35-3.50 mm. class. The four arbitrarily chosen width classes are as follows: (1) honeycomb 0.10-1.10 mm. in width; (2) honeycomb 1.10-2.35 mm. in width; (3) honeycomb 2.35-3.50 mm.

in width; (4) honeycomb over 3.50 mm. in width. In addition to these there were two other classes into which some stock fell—the "perfect" class and the "reject" class. The perfect class embraced stock with no defect in either end, the reject class that with so much honeycomb as to make it unfit for use as a bolster.

In each size class and in each of its end-coating groups the percentage of bolsters falling to each honeycomb width class was then calculated. A direct comparison

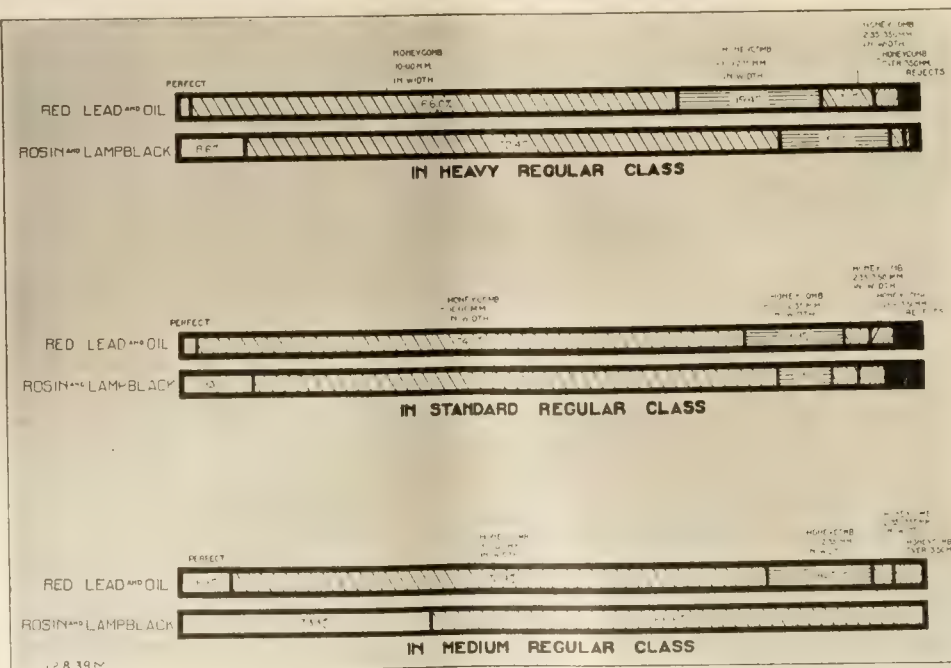


Chart showing the loss from honeycombing in three classes of bolsters, end-coated with red lead and oil and with rosin and lampblack

Long-Bell

Southern Hardwoods

*Distinctive
in
Manufacture
Texture
Grade
Quality*

RED GUM
SAP GUM
BLACK GUM
TUPELO
WHITE OAK
RED OAK
POPLAR
ASH
ELM
HICKORY
MAGNOLIA
BEECH

WE have at Pine Bluff, Arkansas, the following band sawn, winter cut stock, all of our own manufacture, six months and over dry. Inquiries by wire or letter will receive immediate attention.

QUARTERED RED GUM

		14' and 16'
17M	4/4" FAS	80%
85M	4/4" No. 1 Common & Selects	80%
16M	5/4" FAS	80%
50M	5/4" No. 1 Common & Selects	70%
50M	6/4" FAS	80%
75M	6/4" No. 1 Common & Selects	75%
50M	8/4" FAS	80%
15M	10/4" FAS	85%
19M	12/4" FAS	90%

PLAIN RED GUM

35M	4/4" FAS, 10" average width	80%
100M	4/4" No. 1 Com. & Sel., 11" average width	80%
18M	5/4" No. 1 Com. & Sel., 10" average width	80%

QUARTERED RED S. N. D.

24M	4/4" FAS	80%
60M	4/4" No. 1 Common & Selects	70%
18M	5/4" No. 1 Common & Better, 50% FAS	90%
16M	6/4" FAS	85%
50M	8/4" FAS	60%
18M	12/4" No. 1 Common & Better, 75% FAS	95%

PLAIN SAP GUM

50M	4/4" FAS, 11" average width	75%
50M	4/4" No. 1 Com. & Sel., 10" average width	60%
30M	5/4" No. 1 Com. & Sel., 10" average width	60%
30M	6/4" FAS, 12" average width	65%
30M	8/4" FAS, 15" average width	90%

TUPELO GUM

165M	4/4" FAS, 10" average width	60%
50M	4/4" No. 1 Com. & Sel., 10" average width	60%

The Long-Bell Lumber Company
R. A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.

by size classes of these percentages is shown on the accompanying bar graph. It can be quickly seen that in "heavy regular" size class the rosin and lampblack coating was by far the superior. A smaller percentage of rejects and a larger percentage of perfect stock was found. In the "medium regular" class it may again be seen that the rosin and lampblack mixture was without question the better coating. Though neither end-coating contained any rejects, all the stock in the rosin and lampblack group fell within the

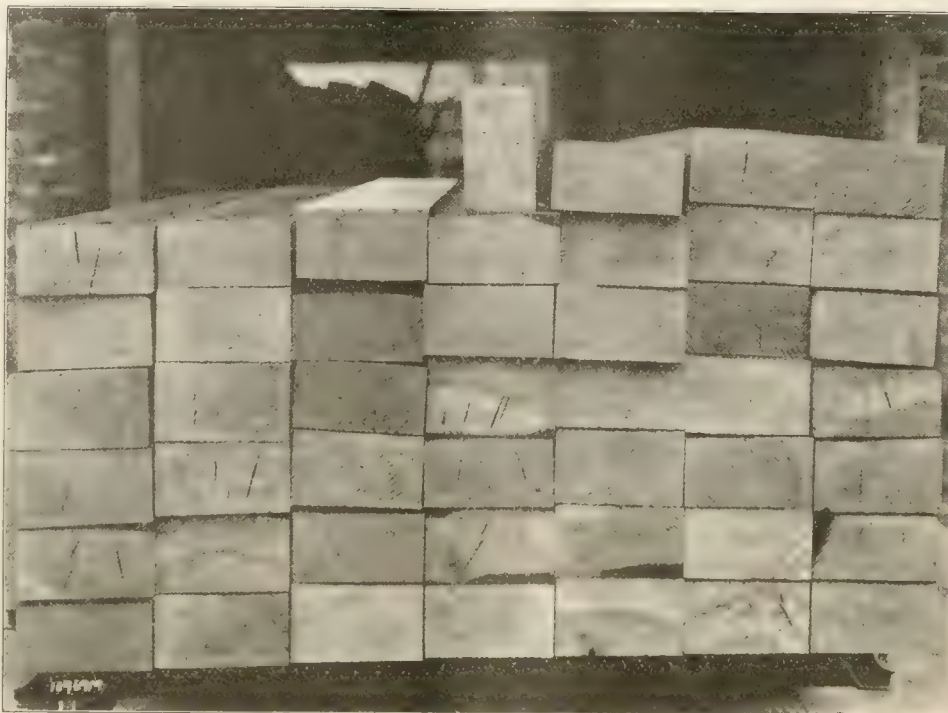
"perfect" or "honeycomb 0.10-1.10 mm." class, while in the red lead and oil group nearly a quarter of the total number fell below these classes. In the "standard regular" size class the superiority of the rosin and lampblack coating is not quite so apparent, as it has more rejects than the red lead and oily group. More of the stock coated with the rosin and lampblack, however, is included in the perfect and near perfect groups than that coated with the red lead and oil mixture.

The effectiveness of the two end coatings is illustrated by the two photographs accompanying this article. Both show stock of the "heavy regular" size class, and each is representative of the average condition of the stock in its end-coating group. The contrast is decidedly in favor of the rosin and lampblack coating.

Rosin Prejudice Considered

In view of the demonstrated superiority of the rosin and lampblack mixture, the reasons for the prejudice against its use are of interest.

The complaint is made that since the rosin mixture must be hot it is inconvenient to apply. This objection is hardly justified, since the rosin mixture may be painted on with no particular difficulty, just as was done in the study. If a pot similar to a solder pot were used and a constant amount of heat applied, the



A truck load of average bolster stock (rosin end dip) after planing and equalizing

mixture could be kept at such uniform temperature and viscosity that it would be just as easily applied as a cold mixture. Furthermore, the rosin mixture hardens as soon as applied, so that a coating of the desired thickness may be quickly built up; whereas with the red lead and oil, a thick coating flows off before it can dry.

It is contended that the use of the rosin and lampblack mixture slows down factory operation and that increased upkeep and manufacturing charges result from its use. This is a legitimate claim if the mixture

is recommended indiscriminately, but not when it is advocated for use on turning squares or for any part where the ends are trimmed as the first factory operation.

The cost of the mixture is sometimes advanced as an argument against its use. On the basis of present quotations and a consideration of the relative surface spreads, however, the rosin and lampblack is the more economical. Use rosin and lampblack in preference to red lead and oil as an end coating for the minimizing of honeycomb losses in refractory hardwoods. This is the conclusion reached in this study. It must not be inferred, however, that a rosin and lampblack mixture should be used in preference to end coatings other than red lead and oil. The relative effectiveness of other end coatings is now being determined at the Forest

Products Laboratory


Rosin and lampblack is recommended in preference to lead and oil because (1) the rosin and lampblack is decidedly more effective than the red lead and oil mixture; (2) it is practically as easily applied; (3) the desired thickness of coating is more readily obtained on the ends of the pieces; and (4) last, but not least, the fluid-like property of the rosin allows it to flow during the drying of the stock and thus keeps the coating intact in spite of drying defects.

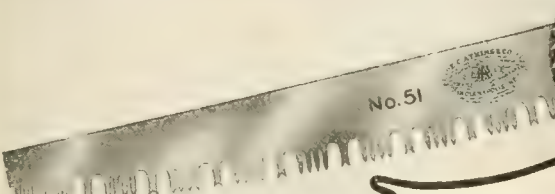


A truck load of average bolster stock (red lead and dip) after planing and equalizing

ATKINS

SILVER STEEL SAWS





ATKINS No. 51 CROSS CUT SAW
Recommended for use in cutting fir, western pine and similar woods.

**Which Style
Cross Cut Saw
Do You Need?**

WE HAVE a pattern for every kind of timber—Perfection Tooth, Tuttle Tooth, Eureka Tooth, Redwood King, and any other style you should desire.

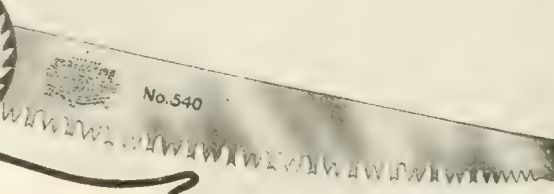
Only Atkins Cross Cut Saws are made of Silver Steel, and Segment Ground—these exclusive features make Atkins Saws cut faster, stay sharp longer and run easier than other saws.

If you are not familiar with the high quality of Atkins Cross Cut Saws, send us a trial order—convince yourself that they are

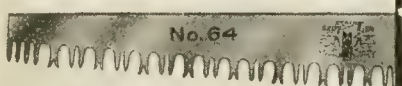
"The Finest On Earth"

Write for our Cross Cut Saw Booklet which fully illustrates our complete line of Cross Cut Saws.

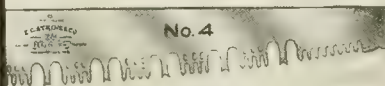
"Our booklets, "Saw Fitting for Best Results" and "How To Care for and Use Cross Cut and Hand Saws," might be of interest to you



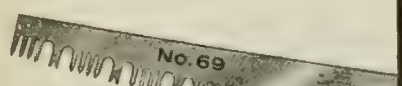
ATKINS No. 540 CROSS CUT SAW
This saw is very popular for cutting oak and other hard woods.



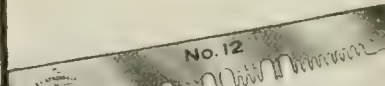
ATKINS No. 64 REDWOOD KING
As the name implies, this saw is used almost exclusively in cutting redwood and woods of similar character.




ATKINS No. 4 PERFECTION
Designed for cutting yellow pine, hardwoods, and resinous, knotty timber. Narrow blade for medium sized timber.



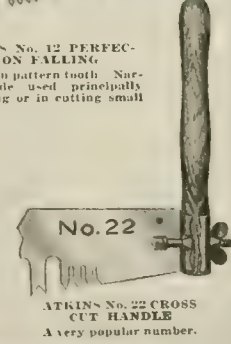
ATKINS No. 69 EUREKA FALLING
Narrow blade for falling and cutting small timber. Used for cutting redwood, pine, fir and other woods.



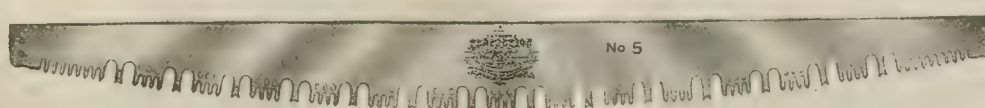
ATKINS No. 12 PERFECTION FALLING
Perfection pattern tooth. Narrow blade used principally for falling or in cutting small timber.



ATKINS No. 4 CROSS CUT HANDLE
A Pacific Coast pattern.



ATKINS No. 22 CROSS CUT HANDLE
A very popular number.



ATKINS No. 5 PERFECTION
This saw is well known wherever cross cut saws are largely used. Perfection pattern tooth.

E. C. ATKINS & COMPANY

"The Silver Steel Saw People"

HOME OFFICE AND FACTORY, INDIANAPOLIS, IND.

Established 1857

CANADIAN FACTORY: Hamilton, Ont.

MACHINE KNIFE FACTORY: Lancaster, N. Y.

BRANCHES

Chicago, Ill. New York City Atlanta, Ga. New Orleans, La. Memphis, Tenn. Minneapolis, Minn.
Portland, Ore. Vancouver, B. C. Seattle, Wash. San Francisco, Cal. Sydney, N. S. W. Paris, France

Pertinent Information

Durgin Will Bring Hoover Message to Chicago Retailers

The Chicago Retail Lumber Dealers' Association will give a luncheon in the Elizabethan Room of the Congress Hotel, Wednesday, October 11, at 12:30 p. m., and William A. Durgin, as the personal representative of Secretary Hoover of the U. S. Department of Commerce, Washington, D. C., will be the guest of the association and will make an address on "The Importance of Simplified Practice in Lumber." This will be a message direct from Secretary Hoover.

Mr. Durgin is chief of the Division of Simplified Practice of the Department of Commerce and his address, which will be illustrated with lantern slides, will deal particularly with the Hoover Plan of Standardization and Simplification of Grades of Lumber and Guarantees of Quality and Quantity, in order that the public will be fully protected.

The members of the Illinois Society of Architects, the Illinois Chapter of the American Institute of Architects, and of the Structural Engineers' Association of Illinois have been invited to attend the luncheon to hear Mr. Durgin's message from Secretary Hoover.

Johnson Takes Over Rochester Yards

The Mowbray & Robinson Lumber Co. of Cincinnati, O., has announced that, effective October 1, Charles Johnson, who has been associated with them for many years, became owner of their Rochester, N. Y., hardwood lumber yard. He will continue to operate for them the hardwood flooring warehouses without change as well as sell their product for direct mill shipments.

Slight Increase in Lumber Export to Great Britain

By Trade Commissioner Alexander V. Dye, London.

Compared with June, imports of lumber and timber into the United Kingdom in July showed a very slight increase. The United States shared in this increase as far as hewn hardwoods and hewn softwoods were concerned, but sawn woods, both hard and soft, showed a decrease. The principal increase in sawn softwoods came from Finland and Sweden, and this increase might be regarded as seasonal and not due to any increase in demand. There was an increase in the import of mahogany, both hewn and sawn, from all countries. The popularity of mahogany seems to be growing; particularly does it seem to replace walnut as a fine furniture wood, thus reversing the tendency which is prevalent in the United States, where walnut is more popular at present than mahogany.

The docks were very busy during July unloading shipments, particularly from Finland and Sweden. While there has been no actual increase in the movement of timber from the United States, there have been several American firms who have made arrangements with regard to marketing lumber in the United Kingdom either by appointing agents or opening offices in London, and who seem to be preparing for an increased demand in the future. It has been difficult for shippers elsewhere to understand why the trade in the United Kingdom seems to lag behind improvement in the United States. The principal reason seems to be the lack of building and construction work, both house building and public offices. It is not probable now that there will be any improvement in this situation until in the autumn, as August is generally given up to holidays and little new business is started.

Reductions in dock charges on lumber, ranging from 10 to 17 per cent, took place during July.

The following table of comparisons of imports of wood during the months of June and July, 1922, reflects rather accurately the condition of trade:

IMPORTS OF LUMBER INTO THE UNITED KINGDOM

Kinds	June, 1922	July, 1922
Hewn:		
Hardwood—		
Mahogany, cubic feet.....	140,666	152,709
All others—		
From United States, cubic feet.....	10,526	15,216
Total, cubic feet.....	185,694	169,153
Softwood—		
From United States, Board feet.....	2,949,000	4,468,800
Total, board feet.....	5,452,200	6,747,600
Sawn:		
Hardwood—		
Mahogany, cubic feet.....	49,371	78,840
All other—		
From United States, cubic feet.....	687,910	642,377
Total, cubic feet.....	1,025,058	1,116,016
Softwood—		
From United States, board feet.....	10,385,400	9,003,600
Total, board feet.....	215,223,600	323,892,600
Staves, board feet.....	1,659,600	6,989,400
Railway ties, board feet.....	6,709,200	13,472,400

Lumber Movement Improved by Industrial Peace

The stimulus of returning peace in the fuel and transportation sectors of the industrial lines, together with the release of certain restrictions on the use of cars for lumber transportation and the success of the regional associations in securing better car service, resulted in a marked acceleration of the lumber industry during the week ending September 23, says the National Lumber Manufacturers Association under date of September 28. Orders and shipments went up with a bound and yet production was maintained at practically the high peak of May (though apparently being slightly less than in the preceding week) and so high that it shows a gratifying excess over expanding shipments and orders.

The public significance of this surplus of production is that the larger manufacturers of lumber, who constitute the membership of the regional associations, are bending every effort to stabilize the lumber market by replenishing depleted stocks, thus denying speculators the "bull" argument, and relieving consumers of the fear of an increasing accumulation of unfilled orders or of a runaway market.

Assuming that the mills of the five large associations which have established a normal production figure are representative of the industry, they being 337 out of the 369 reporting for the week under review, and their normal production being 221,200,478 feet, the lumber industry is producing 98 per cent of its normal capacity while shipments are 86 per cent and orders 83 per cent of normal production, notwithstanding current increases in the actual amounts of the two last items. All of the reporting mills, 369 (numbering 18 less than the revised number of the preceding week) give shipments as 89 per cent and orders as 84 per cent of actual production. The slight decline which the following figures show in production undoubtedly to be attributed to omissions of reports rather than to real reduction of cut:

	Production Feet	Shipments Feet	Orders Feet
Week ending Sept. 16.....	239,122,923	196,854,978	179,449,970
Week ending Sept. 23.....	237,718,945	211,133,351	200,250,134
Increase	*1,403,978	14,278,373	20,800,164
*Decrease			

As compared with the corresponding week of 1921 production was 60,-007,711 feet larger and shipments 29,226,206 feet more; while orders showed a decrease, though probably only apparent, for the second time this year.

The recent firm maintenance of large volume of production in the face of decreasing orders has resulted in a material improvement in the situation regarding the accumulated surplus of orders over production for the year so far. It will be noted in the following table that that surplus has been reduced, for the first 38 weeks of the year to 186,000,000 feet, whereas it has been as high as 500,000,000 feet:

Thirty-eight Weeks' Statistics

	Production Feet	Shipments Feet	Orders Feet
1922	8,090,574,230	7,901,725,485	8,411,445,284
1921	5,794,465,200	5,782,697,406	5,929,242,970
1922 Increase	2,296,109,030	2,119,028,079	2,482,202,314

Some of the regional associations reporting through the National Association do not make *weekly* reports. It is helpful, therefore, to note that the lumber movement for the month of August, 1922, compared with August, 1921, was as follows:

	Production	Shipments
August, 1922 (535 mills).....	1,323,684,000	1,230,050,000
August, 1921 (437 mills).....	878,045,000	857,098,000
Increase	445,639,000	372,952,000

The following table shows the lumber movement by regional associations for the week, and the 38 weeks, ending September 23, as compared with similar periods of 1922:

Lumber Movement for 38 Weeks, and for the Week Ending Sept. 23 Northern Hemlock and Hardwood

	Production 1922	1921	Shipments 1922	1921	Orders 1922	1921
Total	77,360,600	78,028,000	107,486,000	64,627,000	100,190,000	58,122,000
Week (18 mills.)	1,197,000	982,000	3,020,000	2,715,000	2,258,000	3,924,000

Clubs and Associations

Inaugurate Monthly Dinners

The Lumbermen's Club of Cincinnati inaugurated its monthly dinners, October 2, at the Hotel Metropole, with a well-attended meeting. In the absence of John A. Morris, chairman of the Interchange Committee of the

Dimension Lumber Will Cut Your Production Costs

SOME BUYERS are averse to try dimension lumber simply because of bad experiences they have had with cheap, improperly dried stock in the past.

Yet they admit frankly that they are losing tremendous sums of money every year through the waste encountered on ordinary lumber.

To such buyers we wish to direct particular attention to the ever-increasing number of woodworking concerns who are not only effecting a definite saving on all lumber purchases, but are also reducing the amount of labor entailed in fabrication to its minimum through the use of **"Chicago Mill" Dimension Stock.**

Every one of these concerns was just as skeptical as you when we first approached them—but they are our most enthusiastic boosters today simply because they have had it proven beyond all question that there **is** a vast difference between just ordinary stock and **"Chicago Mill" Dimension Stock**—a difference that insures success.

We shall be glad to give you their names—or, better still, actually demonstrate what we can do for you in your own plant, with a trial order.

CHICAGO MILL AND LUMBER COMPANY

Dimension Lumber Department

111 West Washington Street

Chicago, Illinois

Cincinnati Terminal, Theodore Davis, Cincinnati manager of the Southern Hardwood Traffic Association, reviewed the rail situation. He reported that most embargoes had been lifted, but that there is still a distinct shortage of cars for lumber products in the Cincinnati district. Lawrence Van Matre, manager of the Industrial Division of the Chamber of Commerce, told of the work and plans of that organization. J. H. Humphries, manager of the Advertisers' Information Bureau, told of the campaign that organization is waging against unscrupulous advertising solicitors and urged the members to subscribe to a membership in the bureau. A committee was appointed, consisting of Samuel Richey, J. J. Linehan and Will S. Sterrett, to investigate the practices of the bureau and determine whether it is advisable for the club to join as a body or as individuals. The resignation of P. D. Bailey of the Eakin Lumber Company was accepted. Mr. Bailey is now manager of the Detroit, Mich., sales office of the West Lumber Company of Cincinnati.

Michigan Manufacturers' Meeting Called

The regular fall meeting of the Michigan Hardwood Manufacturers' Association will be held at the Congress hotel, Chicago, Friday, October 13, at 10 a. m., Rooms 1120-1124, it is announced by J. C. Knox, secretary.

Present conditions surrounding the lumber industry made it advisable to call the meeting earlier than usual. Reports of various important committees will be made, printed stock and other reports, etc., will be given. The usual luncheon will be served.

Seventeenth Annual Meeting Announced

The seventeenth annual meeting of the Empire State Forest Products Association will be held at Syracuse, N. Y., on Thursday, November 9, 1922. Through the courtesy of the New York State College of Forestry the morning and afternoon sessions will take place there.

The morning session will be devoted entirely to business, including the election of officers and directors, the vote on the proposed constitutional amendment and the like.

The afternoon session will be a joint one with the New York Section of the Society of American Foresters. The subject of chief discussion will be the sample working plans for Adirondack softwoods and for Adirondack hardwoods.

The feature of the evening is the usual banquet, at which the speakers will be men of prominence. Details of the entertainment are in the hands of Dean Franklin Moon and Professor Nelson C. Brown of the college.

Farm Equipment Makers Meet in October

The twenty-ninth annual convention of the National Association of Farm Equipment manufacturers will be held in Chicago at the Congress hotel, October 18, 19, 20. Owing to the unusual conditions facing the industry this year, it is anticipated that there will be a record-breaking attendance. A convention committee, headed by William Black of B. F. Avery & Sons, Louisville, Ky., president, has prepared a program designed to prove exceedingly practical and beneficial to those seeking information upon which to determine policies to follow during the ensuing year. Arrangements have been made with one of the leading railroad executives of the country to discuss the transportation situation from the railroad's viewpoint. The shipper's side will be presented by W. H. Stackhouse. The labor situation will be reviewed by an eminent authority on that subject. James R. Howard, president of the American Farm Bureau Federation, has consented to present the farmer's view of the present situation. R. A. Lathrop will speak for the National Federation of Retail Implement Dealers' Association. F. R. Todd of Deere & Co. will review conditions in the implement industry and possibly have something to say concerning the immediate outlook. The subject of depreciation will be treated by T. F. Wharton, Moline, Ill., a recognized authority on this and other phases of accounting. Guy H. Hall will review the work of the National Institute of Progressive Farming. Wm. A. Durgin, chief of the division of simplified practice, Department of Commerce, has been asked to address the convention on standardization, a subject in which all members of the association are keenly interested at this time, when it is necessary to effect every possible economy. It is possible that the general standardization committee of the association will submit a progress report of its work to the Department of Commerce, prior to the convention, giving Mr. Durgin a background for at least a portion of his remarks.

Pay Silent Tribute to Departed Members

The Lumbermen's Club of Memphis paused for one minute at its first regular semi-monthly meeting of the fall season at the Hotel Gayoso Saturday afternoon, September 30, to pay a silent standing tribute to the three members of that organization who have died during the summer—C. L. Wheeler of the Pritchard-Wheeler Lumber Company, "Tom" Welsh of the Welsh Lumber Company, and Harold J. Richards of the Richards' Hardwood Company, whose tragic death is recorded elsewhere in this issue of the HARDWOOD RECORD. Later in the session resolutions were unanimously adopted by a rising vote expressing the high esteem in which these departed members were held and conveying the sympathy of this organization to the families of the deceased.

President Joe Thompson, in a brief outline of developments during the suspension period, related that the industry had experienced a decided change for the better in both demand and prices and that the trade had witnessed the passing of both the coal and railway strikes. He did not fail, however, to call attention to the fact that the industry is being throttled to an unusual extent by the acute shortage of cars and that this condition is

preventing members of this organization from enjoying the full fruits of the revival of business.

Kirkpatrick Wins Cincinnati Tournament

The Fort Mitchell Country Club, Fort Mitchell, Ky., was the scene of the third annual tournament of the Cincinnati Lumbermen's Golf Association, September 26. The day was ideal and the course fine, the lunch and dinner were of the best and each one of the sixty members and guests present were in a happy mood. The tournament started in the morning and a large number of the members were on the grounds an hour before the time scheduled for play practicing. Thirty-five of the forty members took part in the tournament and the nine events on the program were keenly contested for. In some instances the playing was little short of brilliant. There were some surprises in the scores too. While not listed among the prize winners special mention should be made of the showing made by J. C. West, President of the Cincinnati Lumbermen's Club and Herbert Bauman of the Herbert Bauman Lumber Company. Immediately after the golf players started off the guests took positions in the study gallery, where the finish of the ninth and eighteenth holes could be witnessed and a good view could be obtained of most of this beautiful course.

V. B. Kirkpatrick, Kirkpatrick Lumber Company, won the championship trophy which was the most important contest on the program, with a medal score of 173. This event was for the lowest gross score, thirty-six holes.

Following is the list of winners and prizes awarded:

CHAMPIONSHIP TROPHY:

Lowest gross score 36 holes.

Won by V. B. Kirkpatrick.....Medal Score 173

RUNNER UP:

A. L. Peters.....Medal Score 187

PRESIDENT'S TROPHY:

Lowest net score 36 holes, full handicap applied.

Won by Harry Lewin.....Net Score 141

RUNNER UP:

E. O. Robinson.....Net Score 157

FIRST NAT. BANK TROPHY, presented by 1st Nat'l Bank, Covington, Ky.

Matched play against bogey, 36 holes, $\frac{3}{4}$ s handicap applied.

Won by A. H. Cordes.....Three Up

MOWBRAY & ROBINSON CUP, presented by Mowbray & Robinson Co.

Matched play against par, 36 holes, $\frac{3}{4}$ s handicap applied.

Won by Harry Lewin.....Even

MORNING EVENT:

Lowest gross score 18 holes.

Won by Thos. Thames.....Medal Score 89

RUNNER UP:

Geo. W. Hand.....Medal Score 96

AFTERNOON EVENT:

Lowest gross score 18 holes.

Won by E. M. Bonner.....Medal Score 80

RUNNER UP:

W. H. Hopkins.....Medal Score 93

MORNING HANDICAP:

Lowest net score 18 holes. Full handicap applied.

Won by H. S. Needham.....Medal Score 70

RUNNER UP. Full Handicap applied.

Lewis Foster.....Medal Score 79

AFTERNOON HANDICAP:

Lowest net score 18 holes. Full handicap applied.

Won by Arthur Freiberg.....Medal Score 70

RUNNER UP. Full Handicap applied.

Harry Browne.....Medal Score 72

CONSOLATION PRIZE:

Lowest net score 36 holes, full handicap applied. Competition limited to handicap of 22 or more.

Won by Louis Lewin.....Net Score 145

The runner-up in the Championship Event was Thos. Thames but as only one prize could be awarded any one member and Mr. Thames won the lowest gross event in the morning, this prize went to Mr. Peters.

A prize was also awarded for the lowest net score made during the season's play on each different course and were awarded as follows:

Maketawah	Dwight Hinckley
Hillcrest	Harry Lewin
Losantiville	Arthur Freiberg
Cincinnati	Harry Browne
Western Hills	David Willey
Hyde Park	W. H. Hopkins
Highland	Earl Hart
Ft. Mitchell	Geo. Hand
Wyoming	Wm. Bass

Officers elected for the ensuing year were as follows:

President	W. H. Hopkins
Vice President	E. M. Bonner
Treasurer	Geo. W. Hand
Secretary	H. M. Spielman

The retiring president, E. O. Robinson, was elected director for three years.

East Texas Mill Managers Meet

Seventy-five mills were represented at a meeting of the East Texas Mill Managers' Association held in Beaumont on September 18. Free discussion was indulged in, the managers apparently being more interested in the car situation than anything else.

Among the arrivals were Tom Metcalf, Kirby Lumber Company, Bessamay, Tex.; E. E. Hayes, Delta Lumber & Timber Company, Carson, La.; B. A. Mass, Angelina County Lumber Company, Keltys, Tex.; C. F. Myer, Wier Long Leaf Lumber Company, Wiergate, Tex.; Tucker Baker, Delta Land & Timber Company, Neame, La.; L. Mantooth, Kirby Lumber Com-

Black Walnut Lumber—

*We offer the following
Band Sawn, Uniformly Steamed
Ready for Immediate Shipment*

100,000 ft.	4/4 in.—1s and 2s
75,000 ft.	5/4 in.—1s and 2s
75,000 ft.	6/4 in.—1s and 2s
100,000 ft.	8/4 in.—1s and 2s
30,000 ft.	10/4 in.—1s and 2s
100,000 ft.	4/4 in.—Selects
50,000 ft.	5/4 in.—Selects
50,000 ft.	8/4 in.—Selects
100,000 ft.	4/4 in.—No. 1 Com.
25,000 ft.	5/4 in.—No. 1 Com.

Unexcelled Facilities for Kiln-Drying

—OO—

WOOD-MOSAIC COMPANY

INCORPORATED

LOUISVILLE, KENTUCKY

pany, Silsbee, Tex.; Luke Wright, Wright Lumber Company, Lufkin, Tex.; B. L. Zeagler, Martin Wagon Company, Lufkin, Tex.; E. L. Kirth, Angelina County Lumber Company, Keltys, Tex.; Sam Crawford, R. A. Myer Lumber Company, Honey Island, Tex.; Ward Kelly, Carter-Kelly Lumber Company, Manning, Tex.; W. C. Trout, Lufkin Foundry & Machine Shops, Lufkin, Tex.; Miltor Lee, R. Pickering Lumber Company, Pickering, La.; Watson Walker, Southern Pine Lumber Company, Diboll, Tex.; W. C. Garrett, W. R. Pickering Lumber Company, Cravens, La.; George Hays, Doucette Lumber Company, Doucette, Tex.; Harry Hildreth, Kirby Lumber Company, Silsbee, Tex.; F. J. Harte, American Lumber Underwriters' Association, Houston, Tex.; A. L. Black, Palmetto Lumber Company, Jasper, Tex., and George L. Christie, Lumbermen's Reciprocal Insurance Association, Houston, Tex., and secretary-treasurer of the millmen's association.

With the Trade

Hardwoods Coming Direct from Australia

Arrangements for shipping great quantities of hardwoods direct from Melbourne, Australia, to Los Angeles, Cal., for American distribution are in progress by an Australian firm headed by E. A. Noble, who is making an indefinite stay in Los Angeles while conferring with services to arrange the details of transportation.

Financial arrangements for the venture already have been completed, Mr. Noble states, and the hardwood is now being assembled at Australian ports, where it will be sun-dried for twelve months. Regular shipments will be maintained, Mr. Noble states, once the first lot is started.

Various kinds of hardwoods are included in the exporting program, including the well-known eucalyptus of which there is an Australian species that is said to be highly superior to anything grown in California. The Australian eucalyptus is said to range from about 24 inches to 36 inches in diameter when ready for marketing, with logs 70 to 90 feet in the clear. The wood is said to be exceptionally desirable for fine work. Some of the eucalyptus trees, according to Mr. Noble, attain extreme diameters.

Houston Will Send Hardwood Through Canal to Pacific Coast

The shipment of large quantities of hardwoods and other lumber in their own ships through the Panama Canal to Los Angeles, Cal., for distribution from concentration yards to Pacific Coast and Oriental trade, will be undertaken by the Houston interests of which George T. Houston is one of the leaders. A long article concerning this project was recently carried in the Times of Los Angeles, the occasion being an interview with Mr. Houston on his plans. After the preliminary statement, concluding with the assertion that shipments are to begin this winter, this article said:

"This city has been selected for the project, which is unique in the history of the industry, after a careful survey of San Francisco, Seattle and Portland. Mr. Houston explains that Los Angeles was chosen because of its shipping facilities and because it is the largest consumer of lumber on the Coast. Even the lumber designed for shipments to Japan, other parts of the Orient and Africa, will be handled through this port, where the company will build receiving warehouses, docks and offices.

"Mr. Houston is connected with George T. Houston & Co., Chicago; Houston Brothers, Vicksburg, and Houston Brothers, Bigbee, Miss. The affiliated companies' lands comprise more than 150,000 acres in Mississippi. The annual output is 100,000,000 cubic feet of hardwood a year, besides southern pine, cypress, timbers and logs, railway ties, etc. The companies do their own manufacturing and handle lumber directly to the builders.

"The Houston interests operate their own river and gulf steamship lines. Mr. Houston said yesterday the lumber would be brought here in their own bottoms. It will be unloaded at Los Angeles Harbor in cargo lots and then distributed to meet the Pacific Coast demand, or reshipped in the trans-Pacific trade.

"At present hardwood lumber is sent here by rail. Mr. Houston said his company formerly had some of this business, but discontinued it because of the high freight rate. Most of the lumber his company will send here will be hardwood, and thus will not compete with the soft wood now sent here by boat from the Northwestern and Canadian fields. Mr. Houston said lumber has never been shipped by water in any quantity from the eastern to the far western field, but that he has become satisfied that the venture will be successful.

"The traffic manager and other experts of his company have been studying the local market for about a year, but operating quietly so that competitors would not get wind of the matter.

"Our situation is this," Mr. Houston explained. "As you know, the European markets are nearly gone and the high freight rate in this country has interfered with our rail shipments. So we have had an excess to take care for. The water route to Los Angeles is the solution. We also are very interested in the Oriental and African trade, which we already have entered. The harbor facilities at Los Angeles are satisfactory.

"I like this city so well that I am going to establish a home here. There is a great deal of hardwood consumed here in oak for floors and woods for ornamental purposes, and there is going to be more and more."

Wall Heads Group Which Will Exploit British Columbia Timber

About 17,700 acres of timber in British Columbia is about to be opened up and placed on the market by a group of Buffalo men who purchased it as stumpage twelve years ago. This timber consists of the finest red cedar, fir and spruce, white pine and hemlock and larch that is grown in the northwest. This tract was cruised, surveyed lines run, mapped and facilities for cutting, logging, driving, sawing and shipping done in a most

conservative way by licensed cruisers of British Columbia. Their cruise was as follows:

19,501,000 feet fir and spruce
149,465,000 feet red cedar
6,777,000 feet white pine mostly large growth
81,725,000 feet hemlock and larch

Total...257,468,000

Maurice M. Wall, secretary and treasurer of the Buffalo Hardwood Lumber Co., is the head and moving spirit of the organization which controls the timber. Mr. Wall and some of his associates traveled a great deal over the northwest examining timber and picked out the best tracts that could be found. Completely satisfied he associated himself with a number of prominent Buffalo business men and financed the purchase of what is said to be one of the best pieces of forest growth in British Columbia.

The timber is located in the interior of British Columbia about 400 miles east of Vancouver, and about 65 to 70 miles from the main line of the Canadian Pacific railroad. Conditions for logging are very favorable as the timber can be floated on a large river and lake direct to saw mills which can be located in a large interior town where labor is readily available on the Canadian Pacific main line, and has very favorable freight rates to the great Canadian Northwest where most of the lumber from the interior of British Columbia has been marketed up to this time.

This great territory is developing very fast and will need vast quantities of lumber in developing their country.

Mr. Wall knows lumber thoroughly from the estimating of standing timber to the delivering of the finished product to the consumer. As first chairman of the inspection board of the National Hardwood Lumber Association he did the pioneer work in organizing its inspection department, formulating uniform rules and appointing the first corps of inspectors under bond. He acted as chairman of the board for several years. After this bureau was organized and was in good running order Mr. Wall resigned as chairman, but was soon drafted again into the active work of the association, becoming chairman of its forestry committee. During his years of this service he collected exhaustive data and wrote some valuable papers on forestry and the visible supply of timber in the United States and Canada.

Convinced that British Columbia is the territory from which the best red cedar and other lumber must come in the future, Mr. Wall acquired this valuable property and time has demonstrated that he made a wise choice. Western red cedar is rapidly becoming the most valuable wood on the Pacific coast. Immense quantities are annually used in the manufacture of shingles, siding, interior finish, boat building, sash and door stock and for any purpose where long-lived wood is required.

The supply in Oregon and Washington is rapidly being depleted, and today many of the largest mills on the United States side of the line are totally dependent upon their supply of cedar from British Columbia. Even the mills in Vancouver, British Columbia, are now towing cedar logs a distance from 200 to 400 miles. The supply is rapidly diminishing with the result that stumpage prices on cedar are advancing rapidly.

The best of the cedar in the interior is situated in the section in which Mr. Wall's property is located. It is a virgin field which up to now has not been touched and which contains wonderful possibilities. The cedar is medium size and stated by a licensed cruiser to be the best cedar in the interior of British Columbia.

All Species Southern Hardwoods Will Be Marketed

The board of directors of the Delta Export Lumber Corporation, at a meeting held in Memphis several days ago, voted unanimously in favor of the handling of all southern hardwoods produced by member companies in the overseas trade.

This organization, which was launched last May under the Webb-Pomerene law, started out to handle only gum lumber and veneers, but R. L. Jurden, president, explained that the corporation has been so successful in the handling of gum and that it is receiving so many inquiries for other hardwoods that it has decided to include these in its offerings to the foreign trade.

Mr. Jurden says that demand from abroad is more active now than at any time since the corporation was formed and that "delta" brands are meeting a very favorable reception at the hands of foreign buyers.

The Long-Bell Lumber Company has become identified with the corporation. This is the only addition since the original twenty-six firms made application for a charter.

Acquires Louisiana Timber

George C. Ehemann of George C. Ehemann & Company, Memphis, announces that his firm has secured 5,500 acres of hardwood timber lands in the vicinity of Tallulah, La., and that the logs being taken therefrom are being converted into lumber at the recently completed band mill of Kurz Brothers at that point.

Lockwood Installs Band Mill

Robert J. Lockwood, who was manager of the plant of the Memphis Hardwood Flooring Company for some years and who later entered the hardwood manufacturing business on his own account at Brinkley, Ark., has installed a band mill at Alexandria, La., which, he says, will be placed in operation next spring. Mr. Lockwood recently sold out his interests at Brinkley and went out west in search of better health. He reports himself much improved. He is in Memphis with his family.

West Virginia Hardwoods



ONE OF THE MILLS AT YOUR SERVICE

YOU can well afford to be proud of your product if you use West Virginia Hardwoods, which are noted for their high quality and fine texture. The wooduser who is looking for the unusual can find it by getting in touch with the firms listed below. They are much closer to you than you realize and are equipped to deliver a service which may well surprise you.

Oak, Yellow Poplar, Basswood, Maple, Chestnut, Beech, Birch, Cherry, Hickory, Ash, Walnut

The W. C. Barlett Lumber Co.

Charleston, West Virginia

BAND MILL—Spice Run, West Virginia

Eakin Lumber Company

MANUFACTURERS

West Virginia Hardwoods, Rough and Dressed

WESTON, WEST VIRGINIA

Mills: Sykes, W. Va.

Shipping Point, Erbacon, W. Va.

American Column & Lbr. Co.

Brunson Building, Columbus, Ohio

Smoot Lumber Company

Cowen, West Virginia

Mfrs. Maple and Chestnut Lumber

The Meadow River Lumber Co.

Manufacture High Grade

Oak, Maple, Beech, Birch

FLOORING & HARDWOODS

RAINELLE, WEST VIRGINIA

Rockcastle Lumber Company

Headquarters

Huntington, West Virginia

Manufacturers W. Va. Hardwoods and Hemlock

MILL—Seth, West Virginia

Annual Capacity, 22,000,000 Feet

The Wilson Lumber Company

Wholesalers and Manufacturers

HARDWOODS

BAND MILL: Mill Creek, W. Va. OFFICE: Elkins, W. Va.

Sharpnack Lumber Company

Mfrs BAND SAWED WEST VIRGINIA HARDWOODS

White Oak Red Oak Yellow Poplar Chestnut Basswood Beech Maple Hickory Walnut

Band Mill and Mill Office: VERNER, Logan County, West Virginia

General Offices: 1015-1016 First National Bank Building

HUNTINGTON, WEST VIRGINIA

(Address all Inquiries to Huntington Office)

All lumber band sawed and of our own manufacture. We can ship straight cars of 4.4 to 8.4 of any grade in all kinds of lumber which we list.

Delta Hardwood Moves Office to Memphis

The already extensive listing of important southern operators who maintain sales or general offices at Memphis was augmented recently by the Delta Hardwood Lumber Company, Inc., at Rayville, La., moving into its new offices in the Bank of Commerce building at Memphis on Monday, September 18.

This is one of the more recent, though, one of the most important of the Louisiana operators having started in business last spring. The company owns 50,000,000 feet of virgin hardwood timber in Richland Parish, La., and some 80,000,000 feet of timber in Catahoula Parish, La. Its operation is located at Dehlo, La., the mill at present being confined to a single eight-foot band operation. The company, however, is installing a resaw and a small mill adjacent to the larger mill, the latter being primarily for hauling long oak timbers.

Thus, while at present the Delta Hardwood company is producing about 35,000 feet of hardwood lumber per day, it will shortly increase this to 60,000 feet, and in addition it will be in position to handle oak timbers up to 20x20-40 feet long.

The Memphis office will be the general office of the company. The resident manager will be H. D. Moskovitz, who will act directly in the capacity of sales and traffic manager. Mr. Moskovitz has been connected with the Kraetzer-Cured Lumber Company, Greenwood, Miss., for the past eight years and is well-known in hardwood circles.

The officers and directors of the company are: Joseph Newburger, chairman of the board and treasurer, Memphis; W. B. Hoffa, Grenada, Miss., president; Wilmer J. Thomas, Rayville, La., vice-president and general manager; J. T. Thomas, Grenada, Miss., director.

Joins Holt Service Division

H. S. Hinrichs, formerly instructor in charge of the Tractor and Auto School, Northwest School and Station, University of Minnesota, Crookston, Minn., is now connected with the Service Division of the Holt Manufacturing Company, Peoria, Ill.

Box and Truck Manufacturer Dies

Frederick W. Ballweg, 65 years old, president and owner of Ballweg & Co., and the Fred Dietz Company of Indianapolis, died recently at his home there. He had lived in Indianapolis all his life. His father, Frederick Ballweg, with Fred Dietz, organized the Fred Dietz Company, manufacturing wooden packing boxes and warehouse trucks. Mr. Ballweg attended the German-English private school there, and at an early age became associated with his father in the Fred Dietz Company. He was twenty years old when he left his father's employ and organized a company of his own for the manufacture of wooden boxes, known as Ballweg & Co. Under his direction, the business in the last forty-five years has grown and prospered. Eighteen years ago, after the death of Mr. Dietz and the retirement from active business of his father, Mr. Ballweg also acquired control of the Fred Dietz Company. He had held the position of president and owner of both companies since that time, but operated them as separate businesses. The widow, three children, a sister and a brother survive. He was a member of the Academy of Music and the Indianapolis Board of Trade.

Fire Destroys Beck Box and Flooring Factories

Fire of undetermined origin destroyed the two and three-story frame and brick planing mill and box factory of the August C. Beck Company, First avenue and East street, in the heart of the Menominee valley manufacturing district of Milwaukee, Wis., on September 20. The loss has been variously estimated at from \$180,000 to \$250,000, the latter figures being offered by Ernest E. Fair, treasurer.

Four firemen suffered minor injuries in the course of the fire.

The Beck company, which manufactures boxes and hardwood flooring, was housed in a building about 200 by 120 feet. Across a 30-foot passageway was a frame warehouse and storeroom. The fire started in the boiler room at the west end of the plant.

The building being surrounded on three sides by canals and slips offered an opportunity for the stream from three fireboats answering a third alarm, with 10 land engine companies, to do effective work with monitor nozzles and deck streams. At the height of the blaze the fireboats poured 15 streams into the furnace of fire, while as many more, but smaller, came from the land companies.

Across the slip on the south is the plant of the Mueller box factory, a similar concern of about equal dimensions, valued, it is said, at \$300,000. The lack of wind, the wet weather and the effective work of the fireboats probably prevented a conflagration there. Two hundred firemen, under the personal direction of Chief Thomas A. Clancy, aided by five assistant chiefs, worked into the small hours of the morning to keep the fire within bounds. At daylight, September 21, a few streams were still being played on the smoldering debris.

According to Mr. Fair, about 200 men are employed at the plant, but few of these will be laid off because of the fire, as most of the senior employes will be retained to assist in clearing away the debris preparatory to immediate rebuilding. Probably enough stock in the storerooms was saved to permit the company to fill existing orders for some time to come.

Manages Body Company

E. B. Smith, formerly secretary of the Columbia Wagon Company, Columbia, Pa., has severed his connections with that institution and has now become manager of the Lancaster Body Company, of Lancaster, Pa.

Mr. Smith has spent twenty-five years in the manufacturing of wagons and bodies and his many friends will be interested to hear of his new connection. The accumulated experience which Mr. Smith takes to his new company is to be a very valuable asset from the start.

Exports Low in July

July was another lean period for the hardwood lumber exporters of Baltimore, though the month made a somewhat better showing than that for June, the total declared value of the shipments for July being \$73,470 against \$65,655 for June. But a decided improvement has been reported since then and it is expected that the rest of the year will look up much better.

Big Millwork Plant Near Competition

One of the largest manufacturing units constructed in Indianapolis, Ind., this year will be completed within thirty days for the Adams-Rogers Company, producers of interior workwork, sash, doors and other mill work. The structure will occupy practically the entire block at Ray and Drover streets. The plant consists of a three-story brick and mill construction warehouse, office and manufacturing unit. The building is equipped with a sprinkler system and will be used both as a manufacturing and warehousing unit.

Talge Gets Six New Boilers

Following a meeting held in Governor McCray's office at which the state boiler inspector's refusal to permit the installation of six boilers as planned by the Talge Mahogany company of Indianapolis, Ind., and incidents following that refusal, were discussed, the services of W. V. Griffer, who had been state boiler inspector for about three months, were terminated. Mr. Griffer had been an assistant inspector for about two and one-half years prior to his appointment as inspector. He is succeeded by Benjamin W. Bissell, a consulting engineer of Indianapolis.

Cassetty Sawmill Burns

The saw and planing mill belonging to Cassetty Bros., at North Springs, near Gainesboro, Tenn., was destroyed by fire a few days ago, causing a loss estimated at \$8,000, with no insurance. A small stock of lumber was also lost. The origin of the fire is not known. The plant was one of the largest in that section.

Fire Consumes Sawmill

The sawmill of E. N. Arnold at Shipp Bend, near Centerville, Tenn., was destroyed by fire recently. The cause of the fire is unknown.

Long-Bell Elects Two New Vice-Presidents

Two new vice-presidents have been elected and seven men added to the directorate of the Log-Bell Lumber Company, Kansas City, Mo. With two exceptions the new officers are men who have been connected with the company for many years, five of them having been with the company more than fifteen years.

W. L. Prickett, director, formerly general manager of what was then the King-Ryder Lumber Company at Bonami, La., was elected vice-president; S. M. Morris of Kelso, Wash., western representative, was elected vice-president and director.

The other directors elected were L. L. Chipman, Beaumont, Texas, manager of the Export Department; R. W. Stith, Kansas City, Mo., comptroller; G. A. Houston, Kansas City, Mo., lumber sales manager; J. H. Lane, Kansas City, Mo., manager timber sales; Jesse Andrews, Kansas City, Mo., and R. P. Combs, vice-president of the Peoples Trust Company.

Hardwood News Notes

MISCELLANEOUS

The Lake Independence Lumber Company, Big Bay, Mich., has announced the appointment of J. E. Orr, as sales manager, with headquarters at Big Bay, Mich.

The Mobile Box & Lumber Company has recently started in business at Venetia, Ala.

There have been a number of recent incorporations among them being: The New Jersey Sash & Door Company, Newark, N. J.; the Rockaway Sash & Door Company, Brooklyn, N. Y.; the C. W. Jones Furniture Company, Jackson, Miss.; the McDevitt Chair Bed Company, Washington, D. C.; the Foster-Rohl Furniture Company, Ft. Wayne, Ind.; the Wisconsin Chest and Cabinet Company, Sheboygan, Wis.; the Toledo Furniture Frame Company, Toledo, O.

The Bliss and Van Auker Lumber Company, Saginaw, Mich., well known and old established concern, has incorporated under the same name.

S. C. Ewing & Co., has commenced in the wholesale and commission hardwood lumber and pine business at Nashville, Tenn.

The capital stock of the Wisconsin Top Company, Racine, Wis., has been increased to \$600,000.

At Chattanooga, Tenn., the Clark-Jones-Sheeley Company has been incorporated, and at Greenville, S. C., the Southern Bobbin and Spool Company is a newly incorporated concern.

The capitalization of the Owensboro Wheel Company, Owensboro, Ky., is now \$300,000, having recently been increased to that amount.

NEW ORLEANS

The Southwestern Hardwood Manufacturers' Club will hold its usual monthly meeting at New Orleans Lumbermen's Club on the second Wednesday of the month, which will be October 11, and officials of the club are urging all members to attend for the consideration of important matters to come before that body for action.

The recent meeting of the Hardwood Manufacturers' Institute, on Sept. 22, at Alexandria, La., for the southwestern region, was largely attended and evoked much new interest in the institute in these parts and the manifold problems of moment to the trade with which it proposes to deal.

According to press dispatches from Monroe, La., W. H. Evans and associates of McGehee, Ark., will construct in the near future a hardwood sawmill plant at Riverton, about 20 miles from Monroe. A stave plant also is to be operated in connection with the new hardwood sawmill, which will be of the single band type.

W. A. Capshaw of Elba, Ala., announces that he has recently placed his new hardwood sawmill plant at that place in operation and that he has sufficient timber to keep it running for many years.

The Southern Hardwood Lumber company, operating a plant at Shreveport, just across the river from New Orleans, announces the appointment of R. M. Cust as the city sales agent for the hardwood flooring and interior trim products it manufactures.

A roseate future is the picture painted by Charles R. Currie of the Ruddock-Orleans Cypress and the Southern Hardwood Lumber companies, upon his return to New Orleans, following a trip up North.

The state of Louisiana is advertising for sale at the court house in Lake Charles, Calcasieu Parish, 13,877,110 feet of choice hardwood stumpage. Two dollars and fifty cents per thousand feet is the minimum price the state has announced it will accept for the hardwoods, all merchantable, and it will give the purchaser or purchasers 15 years in which to remove the timber.

BUFFALO

The annual chestnut outing of the Buffalo Lumber Exchange was held at Boston Hills on October 10. An invitation had been extended this year to the retailers to join the wholesalers in the day's outing. The chairman of the outing committee was Fred M. Sullivan. The occasion had its usual baseball game and other sports, besides some appetizing out-door meals.

Hugh McLean has returned from a three-weeks' hunting and fishing trip to Canada.

Frank T. Sullivan has gone on a month's business and vacation trip to the Pacific Coast, where he will look over some lumber he has purchased at the Navy Island shipyard.

The eagerness with which lumber specialists snap up valuable timber is shown by a late transaction here. A western New York farmer had a long row of black walnut trees, some of them thirty inches through. Standing on the south side of a field, they shaded it badly and made it impossible to raise a crop several rods to the north. He appealed to a lumberman for an offer on the timber and it was immediately made, though the amount to be paid for the lot is to be determined after the "tract" is worked up.

Fire caused damage of \$45,000 to the plant, finished material and lumber of the Auto Wheel Coaster Co., North Tonawanda, on September 25.

The General Motors Corporation has bought a large factory site on East Delevan avenue, near the Erie Railroad tracks, and will build an assembling plant for the Chevrolet division and a branch plant for the Fisher Body Co.

An exhibition of Fordson tractors was held the first week of this month at the old Carnival Court grounds on upper Main street. Tractors were shown performing work of various kinds. In one corner of the lot a sawmill was set up, where the logs were carried several hundred feet to be sawed up. Another use of the tractor was in the moving of lumber by a tractor and trailer, and it was stated that thirty trailers are being used to haul lumber in the yards of Buffalo and the Tonawandas.

The name of the McLean Mahogany & Cedar Co. is to be changed to the Robert D. McLean Co. A meeting to ratify the change was held at the company's office, 590 Ellicott square, on October 6.

The G. Elias & Bro. plant received an order last month for 150,000 feet of lumber for immediate delivery and the work was turned out in record-breaking time. The order was received on a Monday at 10 a. m., and the lumber was loaded on cars and half the stock was delivered at Olean the same day. This lumber was taken from yard stock and all had to go through the mill to be worked, 70,000 feet being two-inch stock dressed and matched. At the same time an order for twelve houses, including the lumber, frames, sash, doors and trim, was being shipped by motor trucks. This complete order, shipped in lots as required, eight to ten loads daily, was completed in eight days.

CINCINNATI

Myron G. Johnson, president of the Johnson Doppler Lumber Company, has been appointed trustee in bankruptcy of Milne, Hall & Johns, wholesale lumber dealers of this city and New York. The company has between 250,000 and 300,000 feet of mixed hardwoods stored in Cincinnati and bids for the lumber will be received by Mr. Johnson.

Perry V. Shoe, vice-president of the Kosse, Shoe & Schleyer Company,

1922

41 DRY KILNS SOLD IN JULY

BOSTON, Aug. 14.—It is definitely reported that the B. F. Sturtevant Co. of Hyde Park, Boston, Mass., received orders for no less than 41 High Humidity Dry Kilns during the month of July. Some of these were repeat orders indicating the satisfaction these kilns have already given.

One went to the Argentine where unusual tropical woods will be successfully dried and seasoned. The ever-increasing use of Sturtevant Kilns all over the country is due to the wonderful results obtained.

Green lumber straight from the saw can be thoroughly dried ready for shipping in from 3 to 30 days. Some manufacturers put their lumber in this Kiln already cut to size because there is no warping, checking or end splitting. Others use the Sturtevant Kiln for drying fine hardwoods because there is absolutely no case-hardening or honeycombing.

It is the rapid circulation of air of exactly the right temperature and humidity across both surfaces of every piece of lumber in the Kiln, that is responsible.

Recently a large electrical manufacturing concern found a quantity of quarter-sawn red oak on their hands that was badly case hardened and to all intents and purposes, useless.

Tests were carefully made which resulted in putting the whole of this case-hardened lumber in the High Humidity Dry Kiln. Practically every stick was recovered.

The Sturtevant Co. issue a comprehensive catalog dealing fully with the subject of lumber drying backed by government reports. If you write them for a copy of this catalogue, it will be sent you, free.

Reviewing the terms of the treaty, and showing the American people...

Send for Catalog 282



HIGH HUMIDITY DRY KILN

The Kiln with a circulation you can understand

HYDE PARK, BOSTON, MASS.

In Veneer Mills Everywhere—



"PROCTOR" AUTOMATIC VENEER DRYER

YOU will find the "Proctor" Automatic Veneer Dryer used and recommended by the best-known veneer mills from coast to coast.

Whether drying fir in Oregon, pine in Maine, or hardwoods in the Mississippi Valley, the "Proctor" Dryer has proven satisfactory and economical beyond the best work of any other equipment.

Whether drying fine figured woods or the more lowly crate or core stock, the "Proctor" Dryer has always made its users sure of uniformly perfect drying, without warping or checking—a matchless quality of flat, pliable veneer.

Send for our Catalogue No. 57.

PROCTOR & SCHWARTZ, INC.

FORMERLY THE PHILA. TEXTILE MACH'Y CO.

PHILADELPHIA, PA.

"Proctor"

DRYERS

Cincinnati, has returned from a trip in Indiana, where he renewed several contracts for walnut lumber with the company's mill connections in that state.

August P. Hagemeyer, 72 years old, retired secretary and treasurer of the Baldwin Piano Company of Cincinnati, died September 28 at his home in Norwood, O., following a sudden attack of peritonitis. Mr. Hagemeyer, who retired from an active life more than ten years ago, was connected with the Baldwin Piano Company for twenty-five years. Fifteen years ago he served a term as treasurer of the city of Norwood. He is survived by his widow, two daughters and a son.

George W. Hand, vice-president of the Bayou Land & Lumber Company, who submitted recently to a minor operation at Christ Hospital, is rapidly recovering at his home in Madisonville.

INDIANAPOLIS

The Whitmore handle factory, at Mt. Vernon, Ind., was destroyed by fire recently with a loss of \$30,000. The origin of the fire has not been ascertained. The factory and sheds were filled with hickory lumber and the heat of the flames was intense. A complete line of handles and baseball bats was manufactured. The loss is partly covered by insurance.

The Rice Hub & Rim Company of English, Ind., has changed its name to the Rice Basket & Box Company.

Creditors of the Indianapolis Body Corporation, which was adjudged a bankrupt on September 19, have been notified that a hearing of the creditors will be held by the referee in bankruptcy in the Federal building there October 3, at which time the creditors will be asked to prove their claims and appoint a trustee.

Plans for a large factory addition at the plant of the Hoosier Desk Company at Jasper, Ind., are being drawn. The new addition will be three stories high and will be 60 by 200 feet, of brick and mill construction.

H. B. Wilkinson, receiver for the Wabash Basket Company, Marion, Ind., for which a receiver was named at the request of a coal company, will sell the plant, machinery, good will and everything but the sprinkler system.

LOUISVILLE

E. B. Norman, Sr., president of the Holly Ridge Lumber Co., Louisville, with mills at Holly Ridge, La., and other delta points, left Louisville with Mrs. Norman on Sept. 29, to visit the mills, and then go to Rayville, Ala., for the wedding there on October 5, of E. B. Norman, Jr., to Miss Evelyn Abell of Rayville. Mr. Norman's son is employed by the Holly Ridge Lumber Co., at Holly Ridge. Colgan Norman, a brother, and his wife also left Louisville later to attend the wedding.

The Louisville Point Lumber Co. has only been operating about two days a week due to log shortage, caused by inability of the coal carrying railroads to handle log shipments or supply cars freely. River log supply is also shut off, as the Ohio River is lower than at any time in fifteen years, and even the small gasoline boats and barges can't operate on account of sandbars. The company recently installed a couple of new dry kilns, and has just taken out the first 100,000 feet of dried lumber.

O. B. Andrews, lumberman and box manufacturer of Chattanooga, Tenn., was recently in Louisville, where he aided in organization of a local chapter of the Civitan Club, similar to the Rotary, Optimists, Kiwanis, Lyons and other clubs. Mr. Andrews is an active member of the Chattanooga club, and president of the International Association.

EVANSVILLE

Clarence H. Altheide of Evansville has accepted a position as salesman for Charles T. Abeles of Little Rock, Ark., and will have charge of the states of Indiana and Kentucky with headquarters in Evansville. Mr. Altheide for the past two years has been associated with his father, Christ Altheide, in the lumber brokerage business here.

The marriage of Miss Mary Pleasants Davis, daughter of Francis Davis, one of the best known lumber salesmen here, and Benjamin Harrison, a business man of New York, was solemnized here a few days ago at the home of the bride, the ceremony having been performed by the Rev. Leslie G. Whitcomb, pastor of the Walnut Street Presbyterian church.

Mr. and Mrs. Claude Wertz have returned from their bridal tour and are now living on Washington avenue here. Mr. Wertz is secretary and treasurer of the Maley and Wertz Lumber Company.

William S. Partington, secretary and treasurer of the Evansville Lumbermen's Club and traffic manager of the Maley & Wertz Lumber Company, says that the embargoes of many of the southern railroads have been lifted and as a result he is expecting more logs to come out of the South during the next few weeks.

The McDowell Lumber Company at Hartford City, Ind., formerly the Tindall Lumber Company, which was purchased recently by Frank McDowell, has started operations.

George T. Schultze of the Schultze Lumber Company, along with many other lumber men in this city, is heartily in favor of a river and rail

(Continued on page 51)

Tentative Victory Pleases Townshend

But Veneer and Panel Manufacturers Will Not Enjoy Reduced Rates Until Order Is Issued to Carriers

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, is highly pleased with the tentative report of the examiner of the Interstate Commerce Commission in the case handled by this organization for the National Veneer & Panel Manufacturers Association, involving rates on veneers and built-up woods of all kinds. He says that the victory is complete so far as it goes and that his organization has been able to secure recommendation of practically everything asked. He believes, according to the report that he made to the National Veneer & Panel Manufacturers Association, that the I. C. C. will concur in the tentative reports. He has held that present rates on veneer and built-up woods are unduly preferential to shippers of lumber and it is felt that, in correcting this condition, rates on veneers will be lowered rather than the rates on lumber, which are already very high, advanced.

Examiner's Recommendation

Here is the recommendation of the examiner:

Veneer of all thicknesses manufactured from all woods, except woods of value or figured woods, should take LUMBER RATES.

Built-up wood manufactured from all woods, except woods of value or figured woods, should take 10 per cent HIGHER THAN LUMBER RATES.

Veneer and built-up wood of all thicknesses, when manufactured from woods of value or figured woods, should take 15 per cent HIGHER THAN LUMBER RATES.

The examiner further states, according to Mr. Townshend, that the "practical test of determining the application or non-application of the 15-percent arbitrary is whether or not the Veneer is cut from woods of value, which include mahogany and walnut."

Mr. Townshend is of the opinion that it will be several months, probably, before a final decision is handed down and the lower rates become effective. In the meantime, however, M. Wulpi, commissioner for the National Veneer & Panel Manufacturers Association, says that a committee representing this organization has advised that the commission will hear this case by the middle of the current month and that it has good reason to believe that the lower rates will become effective before the date of the next annual meeting of the association, December 5 and 6.

Order to Carriers Is Needed

D. E. Kline of The Louisville Veneer Mills, Louisville, Ky., in commenting on the examiner's report said that it must be borne in mind "that after the original hearing before the Interstate Commerce Commission in the rate and classification matter as covered by Docket No. 8131, a tentative report was made by Examiner Esch recommending to the Commission that the claims of the shippers of veneers and plywoods were just and that their prayer should be granted. His conclusion was that rates as now published, and as shown in Mr. Townshend's letter of September 28 were proper. Later the Commission issued a ruling confirming the report, but the ruling was never made effective by an order to the carriers, and has therefore been ignored.

"We are, therefore, after the second suit exactly in the same position that we occupied early in 1919, and unless the Commission issues a ruling, and an order making that ruling effective, we will remain in the same position."

Mr. Kline has for years been one of the most valiant campaigners for the enforcement of this ruling and has fought for the reclassification untiringly in season and out.

W. H. Russe, secretary-treasurer, and C. B. Allen, president of the Allen-Eaton Panel Company, of Memphis, have expressed themselves as highly pleased with the tentative report of the examiner but they are just a little disappointed over the fact that the reduced rates will not become effective for some time. Mr. Allen

has taken a conspicuous part in the efforts to secure lower rates on veneers and built-up woods, having co-operated actively with J. H. Townshend, secretary-manager, and Norman & Graham, counsel, who handled the case before the examiner.

Cabinet Company to Enlarge Plant

The Burdick Cabinet Co., of Milton, Wis., is planning to erect an addition to its plant in that city. The new addition will be of brick and concrete, one-story in height, and 80x160 ft. in size. Bids are now being received.

With the Evansville Veneer and Panel Trade

George O. Worland, former secretary and manager of the Evansville Veneer Company at Evansville, Ind., who resigned his position and went to Marshfield, Wis., several months ago to accept a position, is now associated with a large concern at Cleveland, Ohio, and was in Evansville a few days ago arranging to move his family to Cleveland.

New Cabinet Company Incorporates

Articles of incorporation were recently filed by the Indiana Borden Cabinet Co., Borden, Ind., capital \$100,000, the company taking over the Borden Cabinet Co., capitalized at \$25,000. It is proposed to materially enlarge the plant. Directors include Harry B. Payne, George McCutcheon, George McGill, Talbot D. Nicholson, George McKinley, Edward Waggoner, Charles I. Hoyt, Dr. Walter A. Hall and Frederick Fordyce.

The Wheary-Burge Trunk Co. has been organized by George H. Wheary, Charles O. Bergner and M. E. Walker at Racine. Articles of incorporation show the capital stock as \$500,000.

Chance for Furniture to Beat Lipstick

At a meeting of the Sheboygan Furniture Manufacturers' Association held recently R. W. Lyons, secretary of the American Homes Bureau, told the manufacturers that the retail sales of lipsticks, cosmetics, cigarettes, candy and similar things exceed those of furniture by a considerable amount. The Bureau proposes to promote publicity for furniture, and Mr. Lyons stressed that advertising and publicity were responsible for the large sales in other lines and the idea could be just as successfully applied to furniture.

Plan an Addition

The Ke-No Manufacturing Co., of Sheboygan, Wis., is planning the erection of a factory addition, at an estimated cost of \$8,000. W. C. Weeks of Sheboygan is at present engaged in drawing up the plans.

The Ward Veneer & Crate Company has been incorporated at Tyler, Tex.

The Elmore Veneer Company has moved from Elmore, O., to Oconto, Wis.

The Inland Automobile Company has moved from Indianapolis, Ind., to Columbus, Ind.

Walnut Manufacturers Meet in Kansas City

The American Walnut Manufacturers' Association held a two day meeting at Kansas City on September 13 and 14, as guests of J. N. Penrod of the Penrod Walnut & Veneer Co., and Frank Purcell of the Frank Purcell Walnut Lumber Co. Headquarters were established at the new Kansas City Club, of which both the hosts were members.

The forenoon of the first day was devoted to a business session and an inspection of the Purcell mill and yard. The forenoon of the second day was devoted to a business meeting and an inspection of the Penrod lumber and veneer mills.

At the business sessions reports were made as to the progress of the national advertising campaign and further plans were made for extending its effectiveness.

The reports as to the market indicated that in so far as walnut is concerned the period of depression is over. All the mills are running except for temporary closing for want of logs, due to rail strike conditions. Many furniture factories heretofore using only walnut veneer are now buying both lumber and veneers. Total stocks of walnut lumber, which showed slight increases each month for the first half of the year, both in July and August showed decreases although August is the seasonal dull month. The prospect for fall and winter business appears most encouraging.

The inspection of the two mills was most interesting to the members. The Purcell plant, with plenty of ground room, is modern in everything that will add to the value of the product and the economy in handling it, the mill, kilns, and lumber docks constructed on the best engineering lines. The members were shown through the Purcell plant in parties by Messrs. Purcell, Shanklin and Shelby.

The visit to the Penrod mills, made the second day, was par-

ticularly interesting because in addition to the lumber mill they have a very complete veneer mill. Under the guidance of the three Johns—Penrod, Rodahaffer and Stone, the members found the trip most profitable.

On the afternoon of the first day Mr. Purcell entertained at the Meadow Lake Country Club. After a very delicious luncheon the battle for golf supremacy was on in earnest. Golf rivalries of long standing were revived and some marvelous performances recorded.

Mr. Purcell, perhaps because he was more familiar with his own course, was the principal star of the day having driven ten successive balls into a small lake, which required the accuracy of a champion fly caster to hit.

The second day's golf was on the course of the Mission Hills Country Club as the guests of Mr. Penrod.

At the conclusion of the two days' playing it was absolutely impossible to pick the champion since practically every foursome for some unknown reason chose to suppress their score cards. It is suspected that there is a triple tie between Minigus, Rodahaffer and Shanklin for the leadership of the second flight, while it is believed that honors in the third flight were captured by President Day, although he was hard pressed by Messrs. Purcell, Schmidt and Moschel.

In the championship flight, Jurden of the Penrod organization took first honors but was disqualified because he received advice from his caddy as to which clubs to use. His disqualification left the matter of championship as much in doubt as ever and it will probably take another tournament next year to decide the question.

The other contenders in the championship flight were: Messrs. Penrod, Knight, Pickrel, Clark, Lamb, Frank Purcell Jr. and Stem.

PERKINS

183

Trade Mark
Reg. U.S. Pat. Off.



PERKINS

183

Trade Mark
Reg. U.S. Pat. Off.

GENERAL OFFICES AND FACTORY

Perkins Vegetable Glue

The Standard of Quality and Economy

Patents covering Perkins Glue have been held valid and infringed by the United States Circuit Court of Appeals. Patents have also been granted in Canada, Great Britain, Germany, France, Belgium, Italy and other foreign countries.

Perkins Glue Company, Sales Office: South Bend, Indiana
FACTORY AND GENERAL OFFICES: LANSDALE, PENNSYLVANIA

ALGOMA *the Better* Plywood



Responsibility!

Consider now often the destinies of many rest upon one.

Take the case of Plywood. This one commodity is used in making hundreds of finished articles. The manufacturer incorporates Plywood in the product which bears his name. The retailer sells Plywood in the merchandise which he receives from the manufacturer.

Good Plywood helps to complete the final sale, and maintain the satisfaction of the purchaser. Poor Plywood may undermine the good name of every one through whose hands it has passed.

That is why the making of Better Plywood has become a sacred obligation at Algoma. By skillful matching of the grains, by tenacious gluing, by perfect surfacing, by careful inspection, by constant pioneering for ways to make Plywood better—Algoma Plywood meets its responsibility to those who use it, and makes Better Plywood mean all that the name implies.



ALGOMA PANEL COMPANY, *Algoma, Wis.*

*Sir Joshua Reynolds
was the greatest portrait
painter England ever produced*



On the Back of Your Veneered
Tops and Panels
Means Guaranteed Quality

AND his pet possession, the pride of his heart, was a superb cabinet of walnut veneer and plywood construction.

Sir Joshua knew as much, perhaps, about good furniture as anybody of his day—and his choice has been vindicated—for the ancient cabinet is still in existence—beautiful as ever—and, indeed, MORE BEAUTIFUL

<i>Properly made plywood, like old wine, is but improved with age. We know how to manufacture, and</i>	<i>we do manufacture, as hundreds of our customers will tell you, the properly made kind of plywood.</i>
--	--

In this, the largest plywood plant in the world, we are equipped to serve your every plywood need.

New Albany Veneering Company

New Albany, Indiana



FROM your viewpoint, the value of the WILLEY plant lies not alone in the quantity and quality of Veneer at your disposal, through the great variety and rarity of these treasures of the world's forests which we possess, but also, and especially, in the trained judgment and thoughtful consideration with which we select the most perfect specimens for your peculiar purpose.

A vast stock, and a world-wide organization constantly replenishing it, enable us to fill your orders with gratifying promptness.

Veneer & Lumber

American and Circassian

Walnut
Mahogany
Quartered Oak
English Oak
Satinwood
Vermilion
Teak
Rosewood
And Many Other Foreign
and Domestic Woods



(1884)

C. L. WILLEY COMPANY

*The Largest Veneer
Plant in the World*

Living Marble

THE resemblance between the grain of beautiful veneer and the veining in beautiful marble lies deeper than a mere chance arrangement of lines. The slow, orderly deposit of matter by blind forces of nature, in response to unchanging law, produced them both.

But marble is lifeless—while wood is a product of life-forces, an unfolding of protoplasm, a growth from within. Therefore we choose elegantly veined marble for a monument or a tomb, but enrich and soften the dwellings of living people with the gracious penciled lines of forest growth, made visible and enduring as Veneer.

For the selection of figures and wood best fitted for the particular work you have in hand, the WILLEY plant affords unexcelled opportunities. Ask us for samples.

C. L. WILLEY COMPANY

2558 South Robey Street
CHICAGO

W. T. MOORE

Sales Representative for Michigan
110 Pearl Street
Grand Rapids, Mich.

W. B. VAN

Eastern Sales Representative
Everett Hotel
Jamestown, N. Y.

CHICAGO

FOR

VENEERS and PLYWOOD

There isn't a thing in plain or fancy veneers, there isn't a type of plywood

THE VENEER LUMBER AND PLYWOOD COMPANY

HIGH GRADE

MAHOGANY
WALNUT
QUARTERED OAK } VENEER
PLAIN OAK

MAHOGANY
WALNUT } LUMBER

VENEERED PANELS "A" GRADE

ANY WOOD—ANY SIZE

Office and Warehouse: 401-419 N. Hoyne Ave.
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Plywood Veneered PANELS

Rotary Veneers

25 Cars all woods, many special sizes,
in CHICAGO WAREHOUSE for
immediate shipment. Get our stock
list. We have the panels.

MILL SHIPMENTS in straight
cars, pool cars, and LCL shipments.

Let Us Know Your Requirements

R.C. CLARK VENEER CO.

"QUICK SHIPPERS" 1650 Besley Court

WALNUT

MAHOGANY QT. SWD. OAK

DELIVERIES
QUICKLY
MADE
EVERY SHEET
CUT FOR
EQUALITY
ANY QUANTITY
L. C. L. OR
CAR LOAD
NO TROUBLE
SPARED TO
SATISFY

ENEERS LUMBER

THE DEAN-SPICKER CO.

JOHN R. DEAN, President

22nd St. and South Crawford Ave., Chicago

Chicago's Facilities

for promptly filling orders for

Veneers and Plywood

are unequaled. Well stocked ware-
houses are maintained in the city
by nearly all recognized Chicago
firms, or else they can make ship-
ments direct from their own mills.

CHICAGO

FOR

VENEERS and PLYWOOD

that you can't buy and buy right from these responsible Chicago firms

J. C. DEACON CO.

VENEER, LUMBER and PANELS

We carry on hand in our Chicago Warehouse a complete line of dependable panels for immediate shipment

We Make a Specialty of

BIG TIMBER FIR PANELS

Ask for Our Stock List

2627 S. Robey St., Chicago

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THE Ingalls-Spicker-Ransom Co.

Manufacturers of Walnut, Oak, Mahogany and other cabinet woods in lumber and veneer.

Years of Practical Experience. Our organization is composed entirely of men of national reputation in this industry.

Complete Stock in Warehouse. We now offer at Chicago a full line of high class walnut, mahogany and oak veneers.

WALNUT BUTTS A SPECIALTY

Main Office, Veneer and Saw Mills: Nashville, Tenn.

**SALES OFFICE AND WAREHOUSE
3622-3628 S. Morgan St., Chicago**

PHONE: BOULEVARD 0530

VENEER MANUFACTURERS COMPANY

In Our Chicago Warehouse
Ready for Prompt Shipment

Rotary Cut Veneers

ASH	GUM	PINE
BIRCH	RED GUM	POPLAR
ELM	OAK	FIG. WALNUT

Figured Woods

CHERRY	AFRICAN MAHOGANY
AFRICAN MAHOGANY	QTD. FIG. GUM
MEXICAN MAHOGANY	QTD. SAWED OAK
SLICED FIG. WALNUT	QTD. SLICED OAK
CIRCASSIAN WALNUT	SAWED VERMILION

Samples of Figured Woods Sent Upon Request

Are You Watching Our Price Stock-Lists?

1036 West 37th Street

CHICAGO

S. J. AUSTIN VENEER COMPANY

Manufacturers of

*Fine Walnut Veneers
and Butt Wood*

**SALES OFFICE AND WAREHOUSE
1844 CARROLL AVENUE**

Marked Improvement in Veneer and Panel Market

Current reports of Chicago veneer and panel manufacturers and jobbers more clearly indicate an improvement than for several months past. It is apparent that the slowly developing revival of prosperous conditions, retarded and thrown back by the shopmen's and miners' strikes, has leaped forward with a new vigor and is at last beginning to show real speed. The buyers appear to have recovered from the depressive influence of the strikes and to have resumed buying with confidence in the future. Prices are stiffening all along the line and the prediction is for a rising tendency during the next two or three months. Such major consuming industries as furniture, piano and interior trim are showing a marked increase in activities and many in these lines report capacity business booked up to ninety days. The improvement in activities and the consequent demands for veneers is especially marked in the piano industry.

Due to the inclusion in the Fordney-McCumber bill of a tariff on mahogany logs the price of mahogany lumber has already increased some \$10 a thousand all around, it is reported, and advances in veneer prices are expected to follow.

Chas. A. Snapp of the C. L. Willey Company declared that "business is fine" and that during September his company enjoyed a substantial increase over August business, while this improvement has carried over into October with gathering momentum. He anticipates a splendid business through the fall and into the winter. His observation is that buyers' confidence has been entirely recovered. The activities of the furniture, piano and interior trim industries have increased their veneer purchases very substantially. Prices on fitches and logs have stiffened and the market has entered a condition of rising prices, which is likely to continue for several months. "Veneers are cheaper than they will be thirty days from now," said Mr. Snapp. He reported an

increasing demand for mahogany, his company's mahogany business having advanced in the past three months from about 20 per cent of the whole to some 30 per cent. Walnut is still well in the lead of demand, however.

John R. Dean of the Dean-Spicker Company reported that the September business of his company was the best in many months. It is his opinion that the consumers have only small stocks of veneers and panels and in general have reached a point where they must buy again in substantial quantities. Orders from the piano and furniture industries have shown a heavy increase. Collections are good and thanks to the tranquilization of the railroad and coal mining industries consumers' confidence has been restored.

R. C. Clark of the R. C. Clark Veneer Company said that business is fair but increasing, one strong evidence of which is the slowing up of movement of veneers from the mills, due to the excess of orders at production sources. Prices are firming in all lines of veneers and the same tendency, though not so pronounced, is noticeable in panels. Bedroom and dining room factories are moving considerable stock and prices on these commodities are advancing. Business in general is in a healthier condition; consumers are confident and placing orders for veneers and panels to cover future needs. Mills are running to capacity and some operating night shifts to balance their production.

C. E. Curtis of the Veneer, Lumber & Plywood Company, stated that there is a good movement of veneers, especially mahogany, walnut and quartered oak. He finds the increased demand for quartered oak veneer particularly marked, the demand having reached a more substantial volume than during any other period of the past year. This increase is largely creditable to the considerable improvement in the activities of piano manufacturers. Store fixture and interior trim manufacturers are also buying a great deal more quartered oak than recently. Local demand generally has evidenced marked improvement since August and the early part of September. There is more life in the market and less quibbling about price, while the prevailing question is "When can you give us stock?" Prices have been firming for the last thirty days, he said. Because of the increased activity of consumers and their present small stocks of veneers he expects a heavy October and November business.

Julius Spicker, Sr., of the Ingalls-Spicker-Ransom Company, makes a conservative report in which he says that "business is just fair." However, there is an improvement in demand for mahogany and quartered oak veneers. But the market in general is quiet with no snap to it. But considering that such important consuming industries as the furniture industry are busy, he believes that a substantial improvement in demand will set in before

(Continued on page 46)

"CASCO"
for
better product

YOUR confidence in your product is shared by your customer when he knows that



Write for "CASCO" Red Book—a manual on Veneers, Panel-Making and Glue.

Samples of "CASCO" on request.

grips the Veneers or the joints.

Casco-made woodwork can be subjected to extreme variations in temperature and moisture without fear of separation.

"CASCO" is

Incredibly Strong
Mixed in Cold Water
Most Economical

THE CASEIN MANUFACTURING COMPANY

Largest and Longest Established Manufacturers of Casein Products in America.

15 PARK ROW NEW YORK CITY
Branch Offices in Principal Cities

Rotary Cut
**NORTHERN
VENEERS**

Members of
Maple Flooring
Mfrs.' Assn.

FURNITURE manufacturers and factory buyers who insist on having high quality veneers should send us their orders. We are specialists in Northern Veneers. We also manufacture Northern Pine, Spruce, Hemlock, Cedar Posts and Poles, Lath and Shingles, which we ship in straight cars and cargoes or mixed with our "Peerless Brand" Rock Maple, Beech or Birch Flooring.

GET OUR PRICES

The Northwestern Cooperage & Lumber Company
CHICAGO OFFICES:
812 Monadnock Block Gladstone, Michigan



BeVeCo
VENEERS

Bird's-Eye Maple Veneer

*Gives that touch of refinement
to quality cabinet work*

THE delightful beauty of bird's-eye maple has been acknowledged by many generations of home builders. Its lasting popularity reflects as well the inherent quality of the wood. Bird's-eye offers a touch of delicacy not otherwise procurable and for innumerable purposes is indispensable. Bird's-eye for the exceptional bedroom suits, for the delicate boudoir interior, for such refreshing contrasts as drawer linings, where the dark outside effect is used, is incomparable.

The Bird's-Eye Veneer Com-

pany stands practically as the bird's-eye veneer industry. In our selection of logs we canvass practically all points of possible bird's-eye production. The standards of bird's-eye manufacture are based on Bird's-Eye Veneer Company refinements of method. The product offered on our sales floor is indisputably the ultimate attainment in beauty of figure, uniformity of color and consistent perfection of manufacture. Beyond that our service to customers is one hundred per cent conscientious.

May we suggest to you some of the many new uses for bird's-eye which are helping to make profits for furniture, interior finish and other manufacturers?

BIRD'S-EYE VENEER COMPANY
ESCANABA, MICHIGAN

Why Not Scientific Grading for Veneers?

It is reasonable to believe that the movement now on foot to place hardwood grading on a "scientific" basis, by means of a comprehensive survey of consumers' needs, may influence future improvements in the grading of veneer and plywood, particularly veneer. If grades of lumber can be successfully adjusted to the findings of a scientific survey of consumers' requirements, and thus make for elimination of waste and greater efficiency in handling and manufacturing, there is no reason why the same program might not be applied to veneers. In other words, we are headed now toward the setting up of grades on a scientific basis in the lumber industry and it looks like a good time for the veneer industry to get into the band wagon too for its own future good as well as for better service to the veneer consuming public.

There has been a lot of splendid work done in the matter of veneer grades and specifications and there has been a steady trend toward standardization. It is no reflection, however, on those who helped carry forward this good work to say that there is still much confusion and too much variety in the separation and classification of veneer, and there is need to consider the subject of grades from a scientific standpoint as well as to seek for some standardization of some sizes which will contribute to economy of manufacturer as well as better utilization of timber. In it all, too, there must be consideration for and a study made of the needs of the veneer consumers.

The theory developed out of conference with Secretary Hoover at Washington is that the manufacturers of a product, whether it be of lumber or veneer, are the logical ones to develop grading rules, standards as to sizes, and practices as to sales and distribution. But they should do this in a scientific manner which naturally involves an intelligent survey of the needs and desires of the consumers as well as a thoughtful analysis of the requirements for better utilization of timber. In this work the veneer industry may well either join with or follow after the methods being used by the National Lumber Manufacturers' Association, which is employing expert engineering service and is enlisting the co-operation of the laboratories of the Forest Service in developing uniformity of standards both as to sizes and to grade specifications for the lumber industry.

Scientific grades as well as more in the way of simplified standard sizes will eventually be set up in the veneer industry. Therefore, why not now? Why not the veneer division get into the band wagon with the various other organizations of manufacturers and have included in the present work of standardization in lumber products a division of veneers and thin lumber?

J. Crow Taylor, Louisville, Ky.

Leaves Hartmann to Start Trunk Factory

George Wheary, vice president and manager of the Hartmann Trunk Company's factory, has resigned and will start a new factory at Racine, Wis. The company will be capitalized at \$500,000. A location has been secured and within 60 days operations will start. It is believed that by Jan. 1 the company will be employing 200 men. Trunks will be made on inventions secured by Mr. Wheary in the past ten years of his service with the Hartmann trunk company. During the nineteen years of his association with the company Mr. Wheary has gained a reputation nationally as a trunk maker. He won first prize, a gold medal and diploma at the Panama exposition in 1915 for his work. Mr. Wheary is said to be responsible for the upbuilding of the reputation of the Hartmann wardrobe trunk. He will attempt to build an improved model in his new Racine company plant.

Organize to Manufacture Veneers

For the purpose of manufacturing veneer products, the Gosport Veneer Company has been organized at Gosport, Ind., with a capital stock of \$10,000. The organizers are John E. Norris, Horace W. Nordyke and Minor W. Davis.

Japanese Government Man to Study Plywood Making in New Albany Plant

The Imperial Government of Japan will learn about plywood from the New Albany Veneering Company of New Albany, Ind. The Department of Agriculture and Commerce of this government, after a careful study of the veneer and panel manufacturing plants of the country has just placed C. Matsushima in the New Albany plant to study the American methods of plywood manufacture. The selection of the New Albany Veneering Company plant for this important study is regarded as a recognition of the thoroughly modern, complete and efficient equipment and methods of this plant. E. V. Knight, president and general manager of the company, is being congratulated on this very direct compliment.

About a year ago a representative of the Japanese Government visited the United States and made a tour of the plywood plants. Among the cities visited was New Albany, and the representative spent several hours on a trip of inspection through the plywood plant of the New Albany Veneering Company in company with William E. Falk, secretary. The Japanese visitor said his itinerary had included over three score of plywood plants.

After the departure of this distinguished visitor, the New Albany people heard nothing further for several months and then were notified that their factory had been selected as the one best suited to the purpose of the Department of Agriculture in installing a student to learn the plywood manufacturing business from top to bottom. Arrangements were then made for the placing of the student on the payroll.

Armed with his credentials, Mr. Matsushima arrived in New Albany a few days ago and immediately set to work. He comes as a representative in his native land of the Akita Lumber Company, of Noshiro, and the Japan Plywood Company, of Tokyo. For the past seven months he has been employed in the plant of the Wheeler-Osgood Company, Tacoma, Wash., manufacturers of mouldings, veneered panels and sash and lumber, and his work in this city is expected to occupy the greater part of a year. He will shift from one department to another in the local plywood plant as he acquires and absorbs the working knowledge of each and masters the various intricacies of the manufacture of plywood material.

Mr. Matsushima is a typical representative of the Japanese race, short, wiry and muscular. He is cultured and educated and speaks English but not fluently, but with his lengthened stay in the United States he will probably return to Nippon, Land of the Sun, with an extended vocabulary.

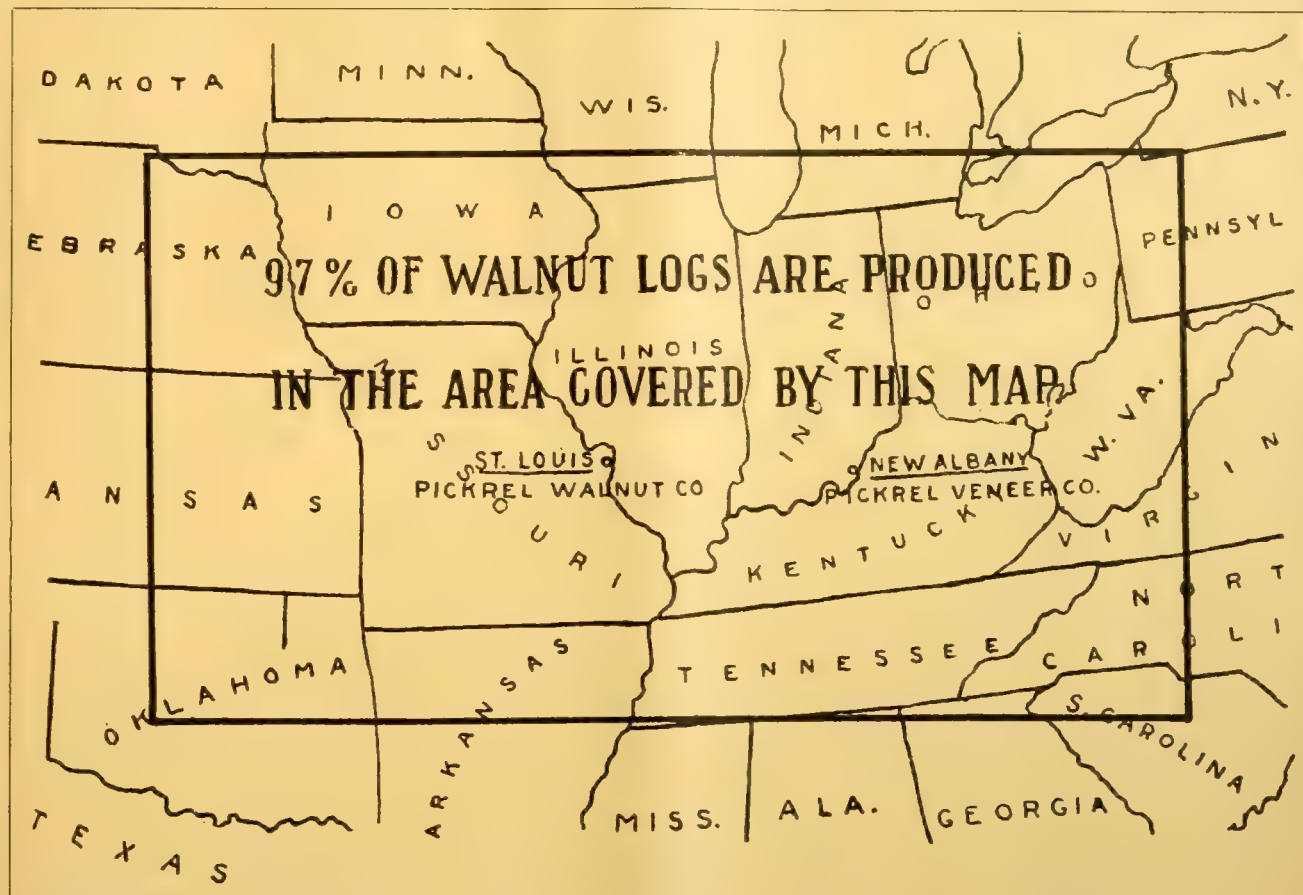
Furniture Factory Organized

The Gilbert Furniture Company recently was organized at Evansville, Ind., for the purpose of manufacturing furniture. The company has a capital stock of \$25,000 and the organizers are Gus A. Schlosky, Cornelius Gilbert, Edwin F. Karges, Alfred E. Small and Norman Scholz.

First Jamestown Furniture Manufactory Near Century Mark

Jamestown will celebrate its hundredth anniversary as a furniture city next year, when the Eckman Furniture Co., a successor to the Breed Furniture Co., reaches the century mark. William Breed, a cabinet maker from Saratoga County, N. Y., established a shop in Jamestown 99 years ago. It grew and another was built. In a short time he was making bureaus, instead of chests of drawers, and sideboards, instead of cupboards. In 1852, John A. Johnson, a skilled cabinet maker from Sweden, became associated with the Breeds, and when he died was president of the company. The Eckman plant succeeded to the business and Charles L. Eckman, secretary and treasurer, as well as manager, has directed the plant for the past twenty-five years.

COLLECTION OF LOGS is the keynote of the Walnut Industry



HIGH FREIGHT RATES prohibit excessive hauls for walnut logs. But to produce a desirable selection and quality of lumber and veneers, a wide range of log supply is imperative. This map gives striking proof that through the strategic location of the Pickrel plants, buyers of Pickrel Walnut Lumber and Veneers are insured the pick of practically 100 per cent of the walnut region. Our product is offered on the market in line with lowest competitive prices.

PICKREL WALNUT COMPANY
ST. LOUIS, MISSOURI

The COE ROLLER VENEER DRYER

Is Synonymous with **DRYING EFFICIENCY**

If you are trying to dry your veneer without the aid of this wonderful machine you are doing yourself and your product an injustice. If you desire to perfect your product you will do well to investigate the merits of our dryer.

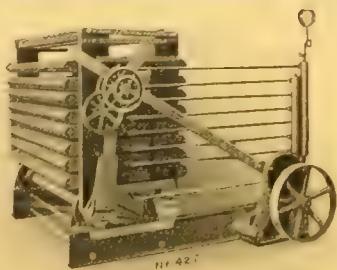
The New Twentieth Century Coe Veneer Lathe

Is another machine that it is hard for a veneer manufacturer to be without

We will be prepared in a short time to send you a new Clipper bulletin, in which you will find described our style L Clipper, with the automatic stop

The Coe Manufacturing Company, Painesville, Ohio, U. S. A.

VENEER MACHINERY LATHES CLIPPERS DRYERS



MERRITT ENGINEERING AND SALES CO.
LOCKPORT, N. Y.

The "Merit" Veneer Re-Drier

The plate pressure being intermittent and not continuous, the treated material is free to shrink as it dries and there is no tendency toward checking or splitting.

The machine is made in several sizes of plate with four to sixteen plates in a machine.

"Nothing Beats a Hot Plate."

Very few glue rooms take a chance on veneer that has not been redried under hot plates and very few plants using veneer have neglected to install a "Merit" Re-Drier. This machine flattens the veneer and makes it absolutely bone-dry. It saves glue, simplifies taping and jointing and insures success in the finished product.

(Continued from page 42)

the middle of November. In fact he expects "pretty good business for the next six weeks." But if within that time the improvement does not come it may be put off until after the first of the year. He finds that furniture and piano manufacturers are optimistic of the immediate future and that factories in these industries are busy at Jamestown, Grand Rapids, Chicago and other centers.

Henry P. Walsh of the Veneer Manufacturers Company had the following to say:

"The end of the coal and rail strikes, with the consequent re-employment of labor, together with the far reaching effects of a better supply of fuel and transportation, promises a considerable increase in general business activity, for a time at least.

"Reports from the various mills indicate that the long delayed revival has become a fact, and many of the mills are now unable to promise delivery before 60 to 90 days.

"The log shortage in the different parts of the country is very acute. Many of the northern mills have none, and they do not look for improved conditions until winter logging is again in operation. In the south the mills are handicapped by lack of cars to get their logs to the mills.

"Already many of the operators have found it necessary to advance prices on some of the veneers and panels, and unless conditions are relieved further advances are looked for."

News of Evansville Consumers

The P. H. Reddinger Manufacturing Company, makers of furniture at Evansville, Ind., has made a number of improvements on its plant during the past several months. Mr. Reddinger reports the outlook for business this fall and winter is very good.

William B. Argles, formerly connected with the Mingle Furniture Company at Louisville, Ky., has accepted the position of production manager with the Wertz-Klamer Furniture Company, a manufacturing concern at Evansville, Ind.

William Elles, manager of the Evansville Desk Company at Evansville, Ind., has returned from a business trip to Indianapolis.

The furniture manufacturers, at Evansville, Ind., are being delayed in shipments, especially to western points by the shortage of large cars in which to ship furniture, according to John C. Keller, secretary and traffic manager of the Evansville Furniture Manufacturers' Association in a statement issued a few days ago. The Evansville furniture factories are now being operated on a 100 per cent basis and in some instances the factories are running with night shifts, this being necessary for the manufacturers to catch up with their orders that they secured at the recent furniture market in Evansville. The outlook for the furniture trade at this time is much better than it was a year ago, according to Mr. Keller.

A Dependable Source For Your Requirements

About One Million Feet of

PLYWOOD

3/16" to 1/2" in Thickness

AND

Over One and One-half
Million Feet of

VENEER

in Stock. We make Panels
to Your Sizes in Car or
L. C. L. Lots.

QUALITY & SERVICE

Write or Wire for Price List

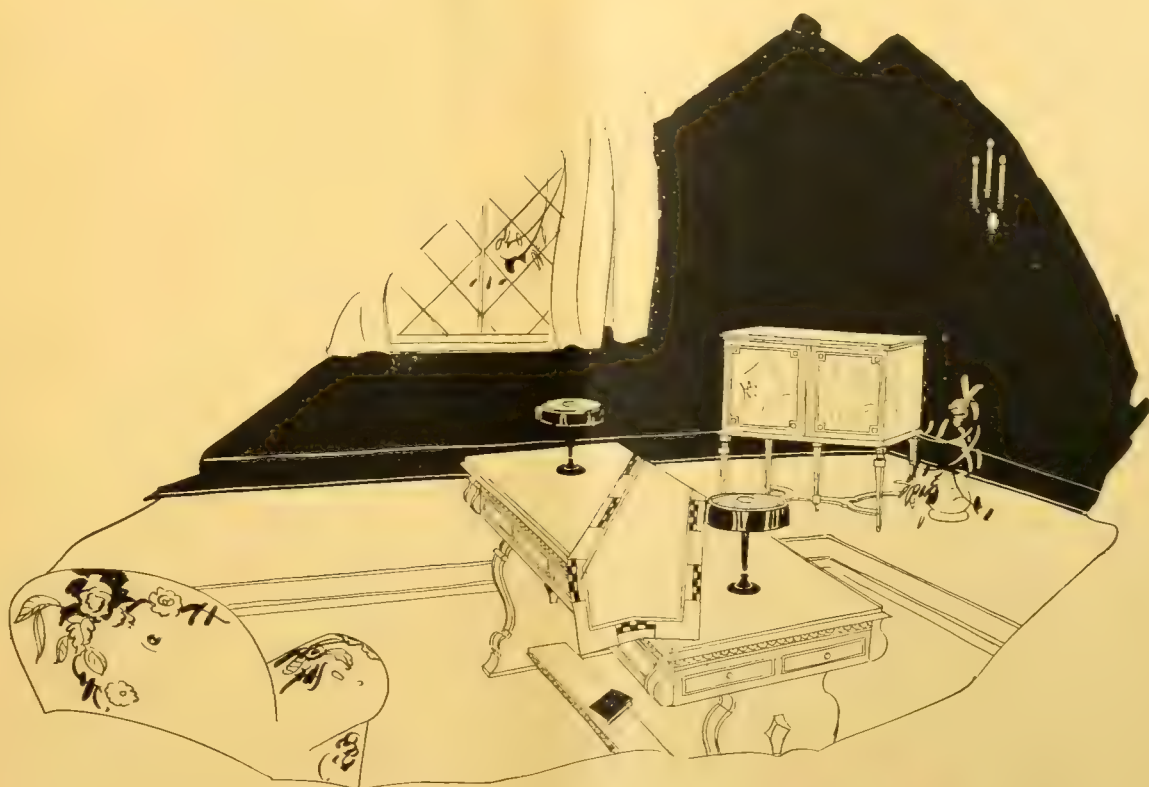
Geo. L. Waetjen & Co.

717-723 Park Street

MILWAUKEE

WISCONSIN

Put the Best Walnut Into Your Product



EXPERT buyers generally concede that Iowa grown walnut averages a little better than other walnuts. Choose **Iowa walnut**—grown on Iowa corn land, cut in this completely equipped mill devoted exclusively to walnut lumber and veneers. We are making some especially attractive prices on several lots right now.



Des Moines Sawmill Company
1021 Murphy Street, Des Moines, Iowa

New Company Acquires Davies-Putnam Stock

The Davies-Putnam Company has been sold to a newly-formed concern to be known as the Stuart Furniture Company. The authorized stock will consist of \$150,000 preferred stock and 7,500 shares no par common. The company will take over all assets and liabilities and continue to manufacture a furniture line similar to that produced in the past, at Grand Rapids, Mich.

Directors of the new company will be named soon. F. Stuart Foote, manager of the Imperial Furniture Company has been active in the reorganization and will head the new company. George L. LaBour will be active manager. He comes from the Ahdawagam Furniture Company in Wisconsin Falls, Wis. Formerly he was with the Kent Furniture Company of Grand Rapids.

Wood Finishing Companies Merge

The Grand Rapids Wood Finishing Company, manufacturing wood finishes for furniture, and the Walter K. Schmidt Company, conducting technical and chemical laboratories, have been merged under the name of the former.

New Orleans World's Chief Mahogany Port

New Orleans is by far and wide the largest and most important mahogany port in the world, now handling about 85 per cent of the mahogany importing business, and rapidly growing and is destined to make her mahogany business among the most important businesses of the city. Such were some rather startling statistics adduced and roseate predictions made in one of the most instructive and entertaining talks yet made before the Lumbermen's Club of New Orleans, the speaker being Thomas Gordon, superintendent of the International Mahogany & Trading Corporation, importers and manufacturers of mahogany logs, lumber and veneers, with offices in New Orleans, and the occasion being the luncheon of the lumbermen at the club on August 29.

For half an hour or more Mr. Gordon held the strictest attention of a large gathering of the New Orleans lumbermen, relating to them his queer and instructive experiences in the rich mahogany and other jungles of tropical Africa and also his observations on the logging of mahogany and the other valuable woods of Central America.

New Furniture Making Corporation Formed

Incorporation papers will be filed within a short time with the secretary of state at Indianapolis for a new furniture company at Evansville, Ind., organized by a group of younger business men of that city. It is expected the capital stock of the company will be \$500,000. Organizers are A. F. Karges, Gus Schelosky, E. F. Karges, Ed. Small, Norman Scholz and Cornelius Gilbert, who will be manager. Mr. Gilbert has had wide experience in the manufacture of the line contemplated.

Several suitable sites are under consideration and the company will get into production within the next thirty days.

The purpose of the new company, according to Edwin Karges, is to furnish a fourth line to afford car loading facilities for the smaller buyer of the Karges, Wemyss and Crown lines.

The new concern will manufacture overstuffed furniture of the medium and high priced lines, including davenports, davenettes, arm chairs, fireside chairs, etc.

This line will afford the smaller buyer and jobber an opportunity to load a full car from Evansville, saving the important item of freight, and securing delivery more expeditiously. The expensive lines of the Karges company, bedroom furniture; the Wemyss, dining room furniture, and the Crown lines of odd chairs, is such, said Karges, that few buyers can afford to buy a car of the three, but with the fourth line, the carloading will be cheaper and advantageous as well.

Other prominent Evansville men are to be identified with the company before actual production begins. No estimate of the number of men to be employed has been made, but most of the labor will be skilled, owing to the contemplated high class of the product.

Jasper Stockholders Elect Officers

At the annual stockholders' meeting of the Jasper Desk Company at Jasper, Ind., the following officers were elected: E. J. Kuebler, president; Leo C. Jahn, vice-president; Louis P. Joseph, secretary and Dr. L. A. Salb and Bomar Traylor, directors.

Algoma Builds Addition to Factory

Both the Algoma Panel Company and the Algoma Wood Products Company at Algoma, Wis., are making extensions on their factories. More men will be employed as the additions are constructed. The panel company is building a 50 by 160 warehouse and the Wood Products Company a factory addition having a 5,000 foot factory space, Charles Schmidt, manager stated.

Cabinet Companies Merged

Because of increased business, which the present organization and plant can not take care of, the Borden Cabinet Company of Jeffersonville, Ind., with a capital stock of \$25,000 has been merged in a new corporation, the Indiana Borden Cabinet Company, with a capital of \$100,000. The new company has twenty-six incorporators, and a new plant will be built.

Form Company to Make Furniture

The Gregg-Willmore Company, of Vincennes, Ind., recently was organized for the purpose of manufacturing furniture. The company has a capital stock of \$50,000. The organizers are Claude E. Gregg, who this year is head of the Indiana department of the American Legion, William M. Willmore, Ira D. Shaffer, John L. Klemeyer, William Viets and John S. Watters.



Hoffman Brothers Company

ESTABLISHED 1867

INCORPORATED 1904

**veneers
HARDWOOD LUMBER**

800 W. Main St., FORT WAYNE, IND.

Plants: Fort Wayne, Ind. Kendallville, Ind. Burnside, Ky.

Specialists in DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS**

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICHIGAN

It Does Not Show— But It Means So Much

to feel that your fine face veneer is laid on a good foundation—that its beauty and finish will be a lasting satisfaction to the final purchaser.

*“Good Plywood
Begins at the
Core”*

Why not begin right by using “CHICAGO MILL” ROTARY CUT CORE STOCK and CROSSBANDING.

It is smoothly and tightly cut and uniform in thickness—easily worked, saving time and labor.

Our warehouses are located where transportation facilities are the most favorable at all times.

Immediate shipment from any one of them.

CHICAGO MILL AND LUMBER COMPANY

Commercial Veneer Department
Conway Building—Chicago, Ill.

WAREHOUSES

Chicago, Ill., Clarendon, Ark.
Cairo, Ill., Harrisburg, Pa.
St. Louis, Mo.

MILLS

Helena, Ark.
Blytheville, Ark.



Leaders in Veneer and Plywood Since 1880

FROM the two splendid plants pictured on this page (monuments to 42 years of conscientious and intelligent effort), many important American industries are filling their requirements.

Our growth has been so carefully planned that the organization naturally inspires confidence. Each department has an important bearing on the whole. Great tracts of timber selected years ago from the cream of the then practically untouched hardwood forests; splendid factories built with a thorough knowledge of the intricate demands of quality production; sales representation which makes it a pleasure to establish contact; all contribute to our position of leadership. Your business, too, may be wisely intrusted to our hands. May we assist you in

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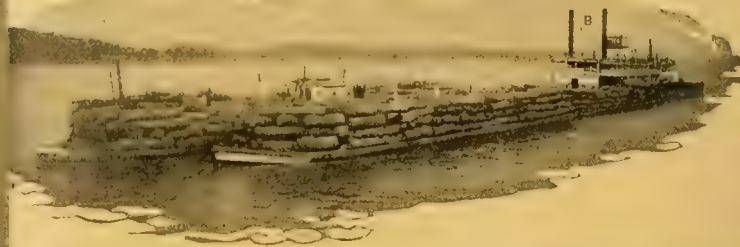
In stock sizes—also according to specifications in Walnut, Mahogany, Quartered and Plain Oak, Gum, Birch, Ash, Plain or Figured Yellow Pine, Cottonwood, Sycamore & other woods.

St. Louis Basket & Box Company

ESTABLISHED 1880

ST. LOUIS, MISSOURI

900,000 feet selected hardwood logs cut from our own timber and destined for our own mills



(Continued from page 34)

terminal for Evansville. At this time Mr. Schultze is not receiving any lumber via river, all of it being shipped by rail. The cost per car to get the lumber to his yards is well over \$100 a car, depending, of course, on the distance that the material has to be shipped. He said the cost is eight or ten times greater than it would be if the lumber was shipped by river.

William H. McCurdy, president of the Hercules Corporation, was in New York the other day to attend the golden jubilee celebration of the National Carriage Makers' Association of America, of which he has long been a member. He was accompanied by his wife.

The Woodworking Superintendents' and Foremen's Association of this city has arranged a series of interesting talks for the coming winter to which the members of the Evansville Lumbermen's Club and the Evansville Furniture Manufacturers' Association have been invited. On the night of October 5 H. C. Hobbs of Louisville, Ky., gave a very interesting talk on veneers. S. A. Brentano of the Midland Furniture Company is the president of the Woodworking Superintendents' and Foremen's Association, while E. C. Deal of the Evansville Top and Panel Company is the secretary. The meetings of the association that have been arranged will run through to next June. Many important subjects will be discussed by the speakers who have been engaged.

BEAUMONT

Ben S. Woodhead, president of the American Wholesale Lumber Dealers' Association, returned from a trip in the West and is very enthusiastic over the fact that manufacturers are evincing a kindlier feeling toward the association, and are ready to co-operate in making the compulsory arbitration feature of the association one that will function to the benefit of wholesaler, manufacturer and retailer. In fact, he expressed the opinion that this principle alone would do more toward bringing the men conducting the lumber industry together than anything that could be put forward. While away Mr. Woodhead attended district meetings of the association at Minneapolis, Spokane, Seattle, Vancouver, Portland and San Francisco.

The double circular with gang mill and power house of the Peavey-Moore Lumber Company at Deweyville, Tex., were totally destroyed by fire on September 23. Lumber in stock, dry kilns and other property escaped damage. The Lufkin Foundry & Machine Company of Lufkin, Tex., has secured the contract for erecting a new mill and warehouse. The new plant will have double band saws and small gang saw, turning out 150,000 feet a day. An effort will be made to have it in operation by January 1.

Beaumont Hoo-Hoos met Saturday night, September 30, and perfected permanent organization by electing Rex Browne, manager of the hardwood department of the Keith Lumber Company, president. P. P. Butler was elected vice-president; Geo. E. Locke, secretary-treasurer, and W. A. Nichols, Ben. S. Woodhead, Aurelius Milch, Wm. O. Kinnon and A. J. Kaulbach on the board of directors.

TORONTO

The Shevlin-Clarke Lumber Company of Fort Frances, Ont., recent defendants in government litigation, have successfully tendered on four square miles of timber area in the north of the township of Halkirk, on the north shore, and between Black Sturgeon Lake and Red Gut Bay, in the district of Rainy River. This berth is said to be very advantageously situated for the company's operations and is regarded by the Provincial Department as containing very fine timber. The Shevlin-Clarke Company have just taken out supplementary letters patent to increase their capital stock from \$2,000,000 to \$4,000,000 by the creation of 18,000 shares of \$100 each.

The acceptance of the bid of W. T. McEachern of Port Arthur for timber privileges upon a 75 square mile tract in the Nipigon Forest Reserve was announced this week at the Ontario Parliament Buildings. The berths are in the vicinity of the Jellicoe and Nezah stations. The timber is sold with the condition that it be manufactured in Canada.

The revision of the system of timber scaling was foreshadowed at a discussion of the ultimate standardization of the scaling system during a conference in Toronto recently between timber agents and the Minister of Lands and Forests for Ontario. Such questions as the abolition of the Doyle rule and shanty book records were also discussed.

There is little prospect of the lumber companies of Ontario securing their much-needed supplies of labor until the harvest is gathered in Western Canada and the railroads release men engaged on road work. This may be late in the season for lumbering operations, which should be in full swing at the present time. Superintendent William Meath, of the Government Employment Service, estimates the present requirements of the lumber companies at 5,000 men, and said it was impossible to secure for them more than the occasional bushmen daily.

WISCONSIN

The Universal Toy & Novelty Manufacturing company has started operations in Ashland, Wis., and will soon be working with a large force, officials declare. The machine room, the plane shop and the drying room are the

Plain and Qtd. Red and White

Even **OAK** Soft
Color AND OTHER Texture
Hardwoods

Soft Yellow Poplar

MADE **(MR)** RIGHT

OAK FLOORING
PROMPT SHIPMENTS

The
Mowbray & Robinson Co.
(INCORPORATED)
CINCINNATI, OHIO

Scott & Howe Lumber Co.

Mill—Ironwood, Michigan
Sales Office, Oshkosh, Wis.

"Gogebic County" Birch, Soft Elm, Ash—The Best

WE HAVE CHOICE STOCK

BASSWOOD		SOFT ELM	
4/4" FAS	30,000'	4/4" No. 2 & Btr.	100,000'
4/4" Sel. & Btr.	40,000'	6/4" No. 1 & Btr.	30,000'
4/4" No. 2	60,000'	8/4" No. 1 & Btr.	30,000'
BIRCH		BROWN ASH	
3/4" No. 1 & Btr.	50,000'	4/4" No. 2 & Btr.	100,000'
4/4" No. 1 & Btr.	100,000'	5/4" No. 1 & Btr.	5,000'
5/4" No. 1 & Btr.	30,000'	6/4" No. 1 & Btr.	10,000'
6/4" No. 1 & Btr.	15,000'	HARD MAPLE	
8/4" No. 1 & Btr.	15,000'	4/4" Sel. & Btr.	100,000'
3/4" & 4/4" No. 2	200,000'	5/4" No. 2	18,000'

A L S O

Soft Maple, Basswood, White Pine, Hemlock, Shingles, Posts, Lath

Lumber Facts and Forecasts

The current Brookmire Lumber Bulletin M contains valuable facts and forecasts on the lumber industry.

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have long born a reputation for Quality which is so necessary in this day and age to successful competition. Our facilities for quick Service have never yet been challenged.

We invite orders from Woodworking factories that desire Prime Quality and first-class Service.

STIMSON SERVICE

includes both Air and Kiln Dried stock from TWO Band Mills which are backed by an ample supply of celebrated Kentucky timber.

J. V. Stimson & Company
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YELLOW PINE Short Leaf SHOP LUMBER

Steam Dried 1"—1¼"—1½"—2"

For Sash, Door and Finish Manufacturers
A Good Cutting Grade at Less Than B and Bet.

LET US TELL YOU ABOUT IT

KENTUCKY LUMBER CO.

MILLS: Sulligent, Ala.

Lexington, Ky.

Thomas Forman Company

DETROIT, MICHIGAN

Lumber and Interior Finish

WHOLESALE AND RETAIL

FOREMAN'S FAMOUS FLOORING
OAK AND MAPLE

We Specialize in Less than Carload Shipments

only sections of the plant in operation. The second section of the factory is now under construction.

Frank H. Parker, 64 years old, vice-president of the Parker Motor company and secretary and treasurer of the Mueller & Son, box manufacturers, died at Columbia hospital in Milwaukee following a long illness. Born in Janesville, Wis., in 1858, Mr. Parker came to Milwaukee in 1877. He was affiliated with many clubs and organizations in the city and was well known to hardwood wholesalers because of his business connections. He leaves his widow, a son, a sister and two brothers.

John O. Goserud, aged 59, owner of the Goserud Brothers Wagon Works, Sturgeon Bay, Wis., died at his home of Bright's disease. Mr. Goserud was a native of Gjvold, Norway, and came to this country at the age of nineteen. He was one of the pioneer wagonmakers of Wisconsin. He is survived by two sisters and two brothers.

Articles of incorporation have been filed by the Spin D. Lath and Lumber company of Superior, Wis., with a capitalization of \$10,000. Incorporators include J. Hadley and A. Olson.

The National Match company of Joliet, Ill., has purchased 10,000 acres of choice timber land near Exeland, Wis., to manufacture matches. The timber contains large quantities of basswood.

The Mosinee Land, Log and Lumber company of Wausau, Wis., has contracted for a new sawmill outfit to arrive soon. It will be erected in connection with the company planing mill at Mosinee by L. M. Doty of Elderton.

W. E. Muir and E. C. Brand, formerly connected with the J. L. Clarke Manufacturing company, have leased the Lorima Furniture company of Lorima, Wis., and will commence operations next week at that city. The company will manufacture furniture specialties.

Construction on the four drying kilns with a 150,000 foot capacity is nearing completion, officials of the Below Lumber company at Marinette, Wis., report. The boiler house at the company plant is nearing completion also and operations will start in a short time, according to Fred Balzer, foreman in charge.

The Stearns Lumber company of Ashland announces that with the completion of the present stock of lumber, the company planing mill on the Bad River Indian reservation will be closed and abandoned. The village of Odanah will be deserted and it is expected with the removal of company activities from the scene all industry will be affected in the city. The planing mill was the center of activity for a number of years.

The first rafting that has been done in the Sturgeon Bay district of Wisconsin for a great many years is now being done by the Sawyer-Goodman company. Rafts are made up at North Bay and towed to Sturgeon Bay. The plan is economical and successful, officials report.

The Joerns Brothers Furniture company has received a large contract to equip the new Hotel Whitig at Stevens Point with bedroom furniture. The contract is one of the largest let in Wisconsin for several months and many furniture manufacturers are interested in the deal. Delivery will be made on November 1, C. A. Joerns, treasurer of the company, stated.

R. McMillen company, sash and door workers, Oshkosh, Wis., was saved a severe loss by fire through the prompt action of sprinklers in the company plant. Fire resulting from the spontaneous combustion of oily waste damaged the plant to the extent of \$4,000. The fire would have gained considerable headway and would have been difficult to control had it not been for the action of the sprinklers, the local firemen reported.

Lumberjacks are wanted for work in the northern Wisconsin woods, according to Harry Lippart, head of the Milwaukee government employment bureau. There has been a decided revival in the logging business, with the result that companies cannot get as many men as they want. Ashland can place 500 men, Rhinelander 200, Wausau 100 men and other cities smaller quantities. Lumberjacks are paid but \$40 a month and few men are willing to work at that wage, he stated.

Fire damaged the Milwaukee Western Barrel company, Milwaukee, to the extent of \$25,000. The blaze started early Sunday morning and is of unknown origin. Large quantities of barrels were destroyed and after a hard fight the flames were extinguished by local firemen. An investigation is being made, officials state.

The Hatten Lumber company of New London, Wis., is making preparations to start its logging camps again. The company operated eleven camps last year and it is expected to do the same this year. This work will require about 50 teams and 400 men. The local plant is run with a day and night shift at present conditions.

C. J. Olson of Escanaba, Mich., has been appointed head of the Vilas County Lumber company of Winagar, Wis. Mr. Olson is an experienced mill man and was for many years connected with the I. Stephenson company.

A plaster bust of Adlin Randall, well known Eau Claire lumberman, was presented the Wisconsin Historical museum by Miss Mary Mears of New York City. The bust is by Helen Farnsworth Mears, prominent state sculptress.

Merchants of Stanley, Wis., closed Wednesday, a local holiday, to clean and beautify the city park, donated by the Northwestern Lumber company. Farmers assisted the merchants with teams. An artificial lake and other improvements are planned by the lumber company with the receiving of the co-operation of the local merchants and farmers.

Published reports that the Stange Lumber company of Merrill, Wis., was

planning to change its offices to Wausau are denied by C. H. Stange, general manager, who said the company's recent change of name is the only alteration made. The name was changed from the A. H. Stange company to the Stange Lumber company.

The Crocker Chair company of Antigo, Wis., closed a contract for the purchase of two boilers. The improvement indicates that the company is preparing to resume more complete operations of the local factory. A small crew is employed at the present time using electric power.

The Thompson Wells Lumber company and the Menasha Woodenware company are building jointly a railroad near Marinette, Wis. The two companies own 300,000,000 feet of timber. The bulk of this will be brought to Menominee for sawing. A quantity will go to the plant of the Menasha Woodenware company at Menasha, Wis.

Ovid M. Butler, former assistant director of the Forest Products Laboratory at Madison, Wis., has been appointed forester of the American Forestry association and will assume his duties at Washington, a recent announcement stated. The laboratory recently received \$5,000 from the California Redwood association as a co-operative fund in the study of redwood. A box testing machine has been recently installed at the laboratory, officials further announce. It has proven to be efficient and will be used for all official tests.

The mathematical theory of probability was used in deciding a compensation case involving the employe of the J. H. Kaiser Lumber company at Eau Claire, Wis. The employe appeared in the lumber company's first aid room with a wounded hand. He had it dressed and did not mention the cause of his injury. Two days later he died of blood poisoning. The Industrial commission ordered the company to pay his widow regular indemnity for the workman's death on the theory that a conclusion that the man had sustained the wound outside the mill would be based "upon an improbability."

Thomas Lambert, a resident of Oconto, has made a contract with the Oconto Lumber company to put in about two million feet of timber and posts located between Carter and Townsend, Wis.

The Hardwood Market

CHICAGO

The virtual return of tranquillity to the coal mining and railroad industries has restored the confidence of wood-using industries and resulted in an increased activity in the Chicago hardwood market. Assured of more stable and healthful general business conditions the furniture, piano and other industries are going ahead with their manufacturing and buying schedules. The rush for small shipments is not so great as during the strike period, but larger orders are being placed than during that period. The outlook is for a healthy buying condition throughout the remainder of the year, as the wood-using industries have orders booked far ahead and are assured of steady work until the new year with its new problems arrives.

BUFFALO

The hardwood demand continues good at Buffalo yards, although it is not as easy as formerly to make shipments. Some roads are much tied up by the traffic congestion and lack of motive power and cars, so that they are obliged to handle freight very slowly. In some cases customers are obliged to get permits for shipments. Lumber ordered from the southern mills comes through very slowly, sometimes requiring several weeks to arrive. Industrial plants are fairly busy and the building trade has shown no signs of falling off.

The furniture plants are taking a good many orders and are obliged to buy quite a little lumber, although they do not feel like buying much ahead. The report from a number of plants is that additions are being erected in order to care for more business. It is predicted that a great deal of interest will be shown by the buyers in the fall expositions.

BOSTON

Much excitement and disturbance exists in the lumber trade here because of the effects of the railroad strike. While general hardwood is in better demand from the wholesalers in a general way, and inquiry for it is really most active, much trade is being lost because of the difficulty in the way of promising when the lumber will be delivered with any certainty. A good many retailers are trying to stock up the best way they can at the present time, but they are finding it difficult to do so, though they are themselves under the spur of necessity, because of the car shortage. This situation accordingly has given rise to a wide range in prices. And the range widens still more when a man is in a hurry to buy and another can deliver right off to suit him; he pays a premium, in other words. The whole market is in a pretty firm condition as regards prices. The general tone seems strengthening, when strength is taken to connote maintenance of present altitude in general prices. The demand for hardwood flooring is pretty active and prices are firm for all lines of stock. For hardwood stock, interior finish is in pretty good demand and is firm. There is an improvement noted in the demand for piano stock, for furniture stock, from

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In forming buying connections with us you will relieve yourselves of a lot of worry about grades, deliveries, prices and what-not. Our customers all come back for more and you will do the same if you make a start.

We Specialize In

PLAIN and QUARTER-SAWED RED and
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Hardwood Lumber, Maple Flooring
ALL GRADES AND THICKNESSES
MODERN DRY-KILNS AND PLANING MILL

Insist upon

Wolverine Maple Flooring
"Best by Test"



The sign to follow
for Maple Flooring

Maple, Birch, Basswood, Elm, Beech

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OFFER THE FOLLOWING

DRY HARDWOODS

BASSWOOD
4/4" F.A.S. Reg. Widths & Lengths..... 5 Mos. Dry
5/4" No. 1 & Btr., Reg. Widths & Lengths..... 12 Mos. Dry
BIRCH
4/4" No. 1 & Btr., Reg. Widths & Lengths..... 5 Mos. Dry
4/4-5/4" No. 3, Reg. Widths & Lengths..... 12 Mos. Dry
6/4" No. 3, Reg. Widths & Lengths..... 5 Mos. Dry
SOFT ELM
5/4" No. 2 & Btr., Reg. Width & Lengths..... 12 Mos. Dry
8/4" No. 2 & Btr., Reg. Width & Lengths..... 12 Mos. Dry
10/4" No. 2 & Btr., Reg. Width & Lengths..... 12 Mos. Dry

WIRE, PHONE OR WRITE FOR PRICES

MAIN OFFICE AND MILLS
MELLEN, WISCONSIN

the hardwood yards, and now there is some better demand from the chair-makers. There is no doubt trade would be looking up wonderfully if the car shortage did not so interfere with it.

BALTIMORE

Conditions in the hardwood trade are generally reported to show improvement. The gains made have not yet shown pronounced proportions, but interest in stocks is stated to be on the increase and the distribution shows gains in consequence of the removal of some of the handicaps under which the railroads have labored. Some of the mills, especially those with limited yardage facilities, are still closed down, while others are making preparations to resume and still others have resumed. Certain portions of the South have not yet gotten over the embargo, though the lines with restrictions in force announce that they will be able to accept shipments in a few days. There is nothing wrong with the demand, which has been held in abeyance only because the sellers could not promise shipment.

COLUMBUS

There is a strong demand for hardwoods in Columbus and central Ohio territory, despite some transportation difficulties which are holding up shipments to a considerable extent. Buying on the part of retailers is the best feature, although concerns manufacturing boxes, implements and furniture are also buying fairly well. Retail stocks are low as a rule and dealers are stocking up for the fall and early winter. Orders which were placed several weeks ago are now coming in as embargoes have been lifted and freight is moving better. Railroads are also showing a disposition to come into the market better and on the whole the tone is generally satisfactory. Dry stocks are plentiful although there is no apparent oversupply. Oak, chestnut and poplar are the strongest features with prices inclined to advance.

CINCINNATI

The Cincinnati hardwood market continues strong, largely due to delayed shipments and the industrials' inability to get as much lumber as needed. As a result of these conditions, of which the railroad situation is the basis, prices are strengthening all along the line. A majority of the embargoes have been lifted, but the car situation is the leading factor now holding back business. A feature of the trade during the past week has been the increased buying on the part of the automobile and furniture manufacturers. Their wants take in such items as oak, elm and ash, of which there is not an adequate supply in this territory. Many of the buyers in the Cincinnati market who were buying frantically, believing that the railroad strike would continue indefinitely and that they would be without necessary lumber, have now returned to moderate purchases. Some distributors say that they are finding it harder than ever to make deliveries on orders accepted thirty and sixty days ago. The demand could slump to dismal proportions and yet be greater than arrivals at the present rate and until the freight problem is solved prices will remain firm, in the belief of local lumbermen. Veneer manufacturers report an improvement in their trade as a result of the increased activity on the part of the furniture and piano manufacturers.

INDIANAPOLIS

It is doubtful if there ever was a fall season in the history of the business that is so active as the hardwood season here this fall. In place of the retail demand falling off, it seems to be increasing and the only fly in the ointment is the car situation. Distributors report files of orders that can not be filled. The volume of new construction is greater than in any fall season in spite of early predictions that the increased cost of construction would cause an early slump as winter drew nearer. The industrials are buying steadily when it is possible to secure stock, but the coal famine is beginning to have some effect on production. In some plants the executives declare they will follow the Ford example rather than be held up for coal. Steam coal from Indiana mines is at an almost unheard of figure and most of the bins are low, forcing executives into the coal market if they want to continue operation. The furniture factories are confident they will have the biggest winter in the history of the business. The vast amount of residential construction and apartment construction over the country is pointed to in order to substantiate these statements. Every time a family moves, furniture executives say, it takes more furniture and these new apartments and residences will stimulate the demand greatly. There has been a noticeable increase in the activities of the box manufacturers, indicating a general speeding up of industry all along the line. The music trades seem a little off, but they say this is due to the late fall. Automobile companies here have begun the manufacture of closed jobs for the winter sales and business appears to be good.

EVANSVILLE

The hardwood lumber manufacturers and wholesalers of Evansville and northern Indiana report that their trade has shown an upward tendency for the past two weeks and in spite of the car shortage they are looking

for a nice business the balance of the year. There has been some improvement in the car shortage situation, especially on the southern lines. Prices are holding firm. The railroads have been buying lumber in more liberal quantities than they have at any time for the past several years. The general jobbing trade also has improved a great deal. Box manufacturers have been in the market for some lumber but it is said they are buying rather cautiously. Ash seems to be in better demand just now than any other kind of lumber. Poplar, plain white oak and gum also are moving quite briskly. Walnut also is in good demand with the prices holding rather firm. Hickory is rather quiet at this time, although some cars have been sold during the past two weeks. Beech and sycamore have been rather sluggish for some time past. Many of the manufacturers are expecting a big winter business if only the railroad companies can furnish the cars. Logging operations in the southern states and along Green and Barren rivers in western Kentucky are more active than they have been for some time past and it is expected the first of November will see a great many logs coming into the local market.

MEMPHIS

The hardwood situation has resolved itself largely into a question of transportation facilities for handling outbound shipments. There is plenty of demand. Consuming interests in the United States are placing orders by both wire and mail. There is considerable duplication of inquiries because consumers are trying to locate those owners of hardwood lumber who are in position to make reasonably prompt shipment. But, even without this duplication, inquiries and orders are now larger than they have been for more than two years and the industry is on the eve of a tremendous revival, in the opinion of members of the trade here, as soon as it is possible to make shipments on a larger scale. Flooring manufacturers, as well as manufacturers of furniture and automobiles, are actively in the market, while there is a very satisfactory demand from producers of interior trim, boxes, heavy packing crates and agricultural implements and vehicles. Miscellaneous consumers, including car-repair and car-building plants, are likewise in the market in a substantial way and it is easily possible to sell a great deal more lumber than can be shipped for the next several weeks. There is likewise a good foreign demand.

LOUISVILLE

If transportation conditions were normal, Louisville hardwood producers and jobbers claim they would be doing a fine business, as general demand for lumber, plywoods, veneers, etc., is good, the furniture, woodworking, auto and general consuming trades being in the market, while smaller jobbers are buying steadily for domestic demand. There is also a fair export business. Planers are remaining in the market as a result of the very active building campaign, making for a steady demand for flooring and interior trims. Prices are stiffer than they have been, due to the fact that movement from the far distant producing centers is slow, and stocks on hand which can move are carrying a little premium. Collections are reported as good.

Demand is showing no better for red and white oak, walnut, poplar, maple, gum and ash. Mahogany demand is also good, and there is just a little demand for elm, beech and sycamore. Hickory is dull. Movement of walnut has been especially good since prices lowered.

BEAUMONT

There were some slight advances recorded in the hardwood market during the past week, and a marked firmness on all items. Woods that go into the manufacture of automobiles were in greater demand, while material for flooring and furniture was very active.

The severe car shortage is interfering a great deal with shipment, some mills not getting over one-fifth of their normal requirements. With the crop movement, coal distribution and cane harvesting coming on, manufacturers have very little hope of an improvement in this respect for several weeks to come, certainly not before the first of the year.

Mills are having excellent weather in which to operate, and this will be reflected on the production for the past month.

TORONTO

A feature of the Canadian hardwood market is the lively demand for Canadian hardwoods reported from New England. The end of the textile strike there has brought about a real awakening in all lines of business, according to reports reaching local lumbermen. The textile mills are in need of wood for spindles and large orders have been received within the past few days, with the result that the Ontario hardwood men are barely able to make prompt delivery on account of the rush of buying. This recent activity has accounted for a large quantity of dry stocks of hardwood lumber in the hands of the Ontario trade. Canadian selling is of moderate proportions. The farm implement makers are buying some lumber, and furniture manufacturers are taking some mixed car lots. The automobile trade has been slow in developing but is expected to enter the

WE OFFER for immediate shipment the following, thoroughly dry band sawn Yellow Cypress:

CYPRESS

4/4" No. 1 Com., 8-12" 200,000'
 4/4" No. 1 Com., 3-7" 200,000'
 4/4" No. 1 Com., Reg. 100,000'
 4/4" No. 2 Com., 8-12" 200,000'
 4/4" No. 2 Com., 3-7" 100,000'
 4/4" Pecky 100,000'

We are equipped to resaw and dress the above stock.

MILLER
Lumber Company
 MARIANNA, ARKANSAS



market shortly. September, on the whole, proved a very good month for the hardwood wholesalers. Largely as a result of the many displays made at the Canadian National Exhibition, highclass furniture manufacturers and piano firms report that business has picked up considerably and they are now entering the market for material. Elm, white ash, birch and maple are being bought in only moderate quantities by automobile firms and some wholesale firms are shipping a fair quantity of basswood and thick maple to England. This, however, is being done in order to reduce stock and keep their selling organizations together. It is generally believed that the hardwood dealers, who have been having a rather tough time of it lately, will make some profit on their operations from now on. It is their contention that they have been conducting operations at a loss during the past year and a half in getting rid of their high-priced stocks. These are pretty well cleaned up now and dealers are now starting with a clean sheet. Some call has developed for the lower ends of hardwood and inquiries are daily becoming more numerous. The past week has seen several stocks of birch change hands in Toronto and there is a fairly strong demand for maple. Prices have been hardening for some time and with the clearing out of high-priced stocks, new quotations are now coming into effect. It is generally believed that by next spring certain grades and thicknesses of hardwood will be scarce in the Canadian market and some firms are buying freely in the belief that prices are going to take a jump.

CLEVELAND

According to reports from hardwood men in Cleveland, the hardwood market continues in practically the same condition as last month.

The better grades of wood are in great demand, and the price remains firm.

Building is creating a big market for hardwood for interior purposes, and the increase in popularity of the enclosed car is also offering a large outlet via the automobile industry.

For some time back, oak has been very quiet, but now dealers say it is coming back. Birch and gum, however, continue to be the most popular woods.

"The building industry is still holding up," says F. H. Peters, of the Peters Mill Work and Lumber Company, "and, of course, the demand for hardwood for interior work continues to be large. Oak is slowly picking up, but birch is an excellent seller.

"We are now receiving large shipments of wood without any difficulty."

"The biggest demand for hardwood at the present time comes for interior

work," states C. J. Trebing, of the Trebing Manufacturing Company. "Many buildings which have been started during the summer are now at the point where hardwood is needed. In addition to this many new projects have been started.

"The price of hardwood is now firm, and I do not believe there will be a change in price, at least within the next ninety days.

"Oak is in better demand than it has been for some time, and birch and gum continue to be the most popular of the hardwoods."

"Business is going along in the usual manner," says G. L. Wallace, secretary of the Martin-Barriss Company, "and though the orders from the furniture men have fallen off some, the demand for hardwood for interior work is such that it easily makes up the deficiency. We now find that we can receive shipments from all over the country without the least difficulty."

MILWAUKEE

The slump in volume of trade in the Wisconsin hardwood market has not alarmed lumbermen as the decrease is seasonal, and, furthermore, it is not as great as the falling off registered at this period last year. High

The Tegge Lumber Co.

High Grade
 Northern and Southern
 Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

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Dry Northern Michigan HARDWOODS

BIRCH

3 4" Selects & Better....	15,000'
4 4" 1sts & 2nds	25,000'
4 4" Selects	10,000'
4 4" No. 1 Common.....	35,000'
4 4" No. 2 Common.....	100,000'
5 4" 1sts & 2nds.....	5,000'
5 4" Selects	35,000'
5 4" No. 1 Common.....	5,000'
5 4" No. 2 Common.....	80,000'

SOFT ELM

4 4" No. 2 Com. & Btr....	20,000'
6 4" No. 1 Com. & Btr....	20,000'
8 4" No. 2 Com. & Btr....	30,000'

ASH

4 4" No. 2 Com. & Btr....	25,000'
6 4" No. 1 Com. & Btr....	15,000'
4 4" No. 3 Common.....	50,000'
6 4" No. 3 Common.....	30,000'

HARD MAPLE

4 4x6" & Wider, 8' & Longer No. 1 & Btr., 50% FAS.	100,000'
6 4" No. 1 Com. & Btr....	100,000'
6 4" No. 1 Com. & Sel....	60,000'
6 4" No. 2 Common.....	95,000'
8 4" No. 1 Com. & Btr....	90,000'
8 4" No. 2 Common.....	25,000'
10 4" No. 1 Com. & Btr....	80,000'
12 4" No. 1 Com. & Btr....	25,000'

SOFT MAPLE

4 4" No. 2 Com. & Btr....	150,000'
8 4" No. 1 Com. & Btr....	85,000'

BASSWOOD

4 4" 1sts & 2nds.....	15,000'
4 4" No. 1 Common.....	15,000'
4 4" No. 2 Common.....	15,000'

HARD MAPLE FLOORING STOCK FOR RAIL OR WATER SHIPMENT

Band mills at
Chassell and Ontonagon, Michigan

C. H. Worcester Co.

NOT INCORPORATED

19 So. La Salle Street, CHICAGO

grade hardwoods are in keen demand from interior finish and trim, furniture, automobile body, musical instrument and agricultural implement sources. The low quality hardwoods are showing improvement as industries of the state's larger cities show a gradual recovery. Fall building operations are up to expectations and a good business is expected to continue through the winter. A large program has been mapped out for Milwaukee and leading cities of the state which has lent a more optimistic air to wholesalers future files. The transportation problem is untangling slowly in Wisconsin. All the state railroads have come to agreements with their employes and full forces are working, yet cars are difficult to secure and all deliveries are uncertain. On this account transits are greedily picked up and it is believed that it will be several months before a normal state of affairs can be reported. Grain shipments are unusually low this season because of a slump in prices and this fact has assisted the transportation problem materially, a leading Milwaukee wholesaler declared.

Prices generally are unchanged, but are firm. A few scattered woods have increased—in this class are found all northern hardwoods. Maple for flooring is moving in fair quantities, mahogany and ash stocks are showing unusual movement at this period, as are hemlock and west coast fir. Sap gum, oak, birch, beech and poplar stocks are low and in fair demand.

The box industry, a commanding factor in the low grade hardwood market, is showing little improvement and it is believed that until negotiations are opened for trade with other nations the box industry and consequently the low quality hardwood market will suffer.

NEW ORLEANS

The hardwood market situation for the Southwest is showing gradual improvement. Prices are showing upward tendencies in a number of species and grades, inquiries are coming in a bit more freely than for the latter part of the past month and some relief is in sight in the transportation situation. The car shortage for both inbound movement of logs and for outbound movement of lumber continues serious and actually forebodes growing even more acute with the autumn crops pouring into the market, but there has been much relief in the matter of the removal of embargoes out of New Orleans and surrounding centers.

The American Overseas Forwarding Company reports that its overseas sales are holding up quite well and from other sources also come favorable reports concerning the European hardwood demand. Bidding for hardwood lumber with offers of premium prices in some cases for prompt acceptances and deliveries has been not at all unusual.

300,000

FEET

5/8

LOG RUN

QUARTERED SYCAMORE

This quartered Sycamore is band sawed, edged and trimmed. It shows 35% or more long lengths and good widths. We can start shipments at once and load out good, dry stock. The lumber has been sawed from the log, not resawed, and as we manufacture it in exactly the same way that we manufacture quartered Oak, practically every piece shows figure.

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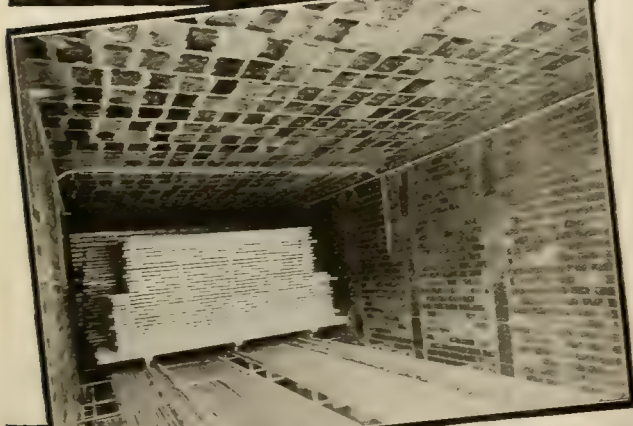
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The GRAND RAPIDS VAPOR KILN

These views were photographed during construction and at completion of Packard Battery of 14 Grand Rapids Vapor Kilns designed and installed by us.

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IF YOU are in the motor car or car body business it will interest you to know that Packard, Peerless, Pierce Arrow, Cadillac, Fisher Body, the Auto Body Company, Republic Truck and a score of other leaders in the automotive industry cure their woods in Grand Rapids Vapor Kilns.

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Wm. Cramp & Sons cure lumber for ocean liners in our kilns. Curtis Bros. & Co. dry their famous interior finish in Grand Rapids Vapor Kilns. And so on without end! Complete endorsement everywhere because there is no other method that quite equals Grand Rapids Vapor Kiln results.

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Hoosier Self-Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

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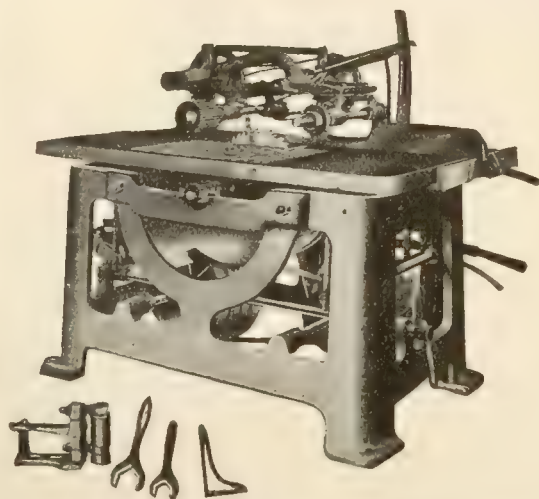
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The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

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The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

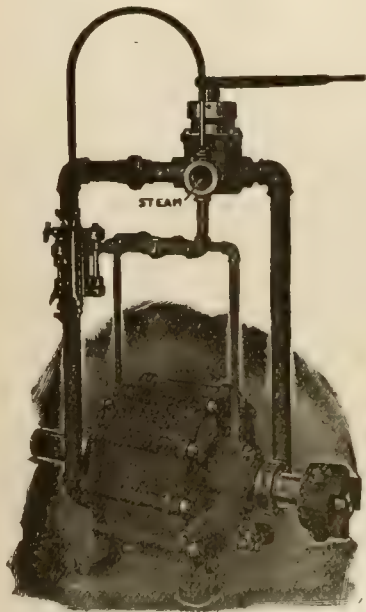
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depends the getting out of lumber at least cost.

Give him a

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and he will cut more lumber with the same payroll.



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Wistar, Underhill & Nixon
PHILADELPHIA, PENNSYLVANIA
Manufacturers of CYPRESS and GUM

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4/4" No. 2 Common & Better.....	125,000 feet
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No display except the headings can be admitted.
Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

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WANTED

A first-class sawyer, good pay, to work in a plant in Southern Peninsula of Michigan. Good town. Address K, care Hardwood Record.

WANTED

We have openings for high grade Stock Sawyers, Bench Hands, Frame and Cabinet Makers in our Planing Mill. Steady work. If interested, give outline of your experience and salary wanted. Address Box 922, care Hardwood Record.

WANTED—SAW MILL MECHANIC

General utility man around single Hardwood Band Mill. Steady work and wages based upon man's ability. State experience, give age, names of previous employers, and also how soon could come. The Korn Company, Sumter, S. C.

WANTED—MILL FOREMAN

Who can file, saw or fill any position around mill in emergencies. Band Mill 40,000 capacity, centrally located. Give information as to experience, age, past employment, salary expected, etc. Address Box 924, care Hardwood Record.

WANTED—MILL SUPERINTENDENT

For Band Mill cutting 35,000 feet Hardwoods daily, located in good town. Want practical man who is an experienced operator. Give age, experience, references and state whether married or single. Also say how soon could accept employment. Address Box 923, care Hardwood Record.

TRAFFIC MAN WANTED

A reliable wholesale hardwood lumber company has permanent position open for young man familiar with lumber business and traffic work; shipments largely from West Virginia to central freight association and eastern territory. Reply in own handwriting, giving age, experience and full particulars in first letter. Address Box 916, care Hardwood Record.

WANTED—COMBINATION SAWYER-FILER

We will pay top wages to first-class man who can serve as relief sawyer or filer, also perform other mechanical work in case of emergency around single Hardwood Band Mill. Have run practically full time the past two years and the working conditions are unusually good. Sumter is a healthy, clean, attractive place of 12,000 population and one of the best home towns in the South. This job should interest any man of real ability no matter where he is located, considering the opportunities offered by a successful growing concern. The Korn Company, Sumter, S. C.

LUMBER WANTED

WANTED

We want for immediate shipment the following:

15,000' 3" No. 1 Com. & Bet. plain white oak
15,000' 4" No. 1 Com. & Bet. plain white oak
15,000' 4" FAS yellow poplar
15,000' each 1, 1 1/4, 2" FAS chestnut
12,000' 2 1/2" Select cypress
Must be well manufactured, dry, of good widths and lengths.

TAYLOR & CRATE,
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LUMBER FOR SALE

ORDERS WANTED

For mixed oak timbers, planking, construction material, etc. Band mill prepared to execute orders promptly.

THE KRAETZER-CURED LUMBER CO.,
Greenwood, Mississippi.

LUMBER FOR SALE

8 cars 4/4 No. 1 Common qtd. white oak.
3 cars 4/4 No. 1 Common pl. white oak.
Bone dry on sticks for two years or more.

WARSAW FURNITURE MFG. CO.,
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Cherry bark red oak, poplar, hickory, gum, cottonwood, magnolia and beech lumber; pine, cypress and hardwood piling; No. 2 and better rough pine lumber.

THE VALLEY LUMBER CO.,
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LUMBER FOR SALE

Would like to get in touch with some firm interested in the purchase of mahogany and cedar from South Mexico.

H. W. JOHNSON,
Desoto Hotel, New Orleans, La.

FOR SALE

High Grade Lumber
2 cars 4/4 No. 1 Com. Poplar.
5 cars 8/4 No. 1 Com. & Better S. W. Chestnut
Stock in our Highland Park Yard, Louisville.
Can be shipped at once.
GAMBLE BROS., INC., Highland Park, Ky.

FOR SALE

1/8" and 1/16" Birch cut-downs.
We are continually accumulating 1/8" and 1/16" Birch cut-downs.
We can cut to desired sizes if a cut-down proposition.
Send us a list of your requirements for prices.

We have a car of 1/16" Birch chair seat stock 14" to 24" wide by 14" to 18" long. Dry stock, securely crated.
Write for prices and list of sizes.

KIEL WOODEN WARE CO.,
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Carloads 10" and over diameter. Black heart over 1/4 diameter to be measured out. Quote and say how soon you can ship. Bush Brothers & Co., Louisville, Ky.

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Write or telephone Main 6450 for specifications and state shipping point and number of cars you can furnish.

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SHUTTLE BLOCKS AND GOLF SQUARES

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Large quantity hickory axles, tongues, oak dimension wagon stock, sleigh runners, shafts, poles. Oak and hickory rim strips. Hickory neckyoke and whiffletree blanks. For full particulars, Address Box 917, care Hardwood Record.

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2 Cars 2x2—30" Clear Dry Mixed Oak Sqs.
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FOR SALE—CHEAP—BY OWNER

6,500 acres virgin Hardwood Timber. Address M. L. SMITH, Oriental Hotel, Dallas, Tex.

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85,000,000 feet first growth virgin hardwood timber. On Railroad. On 17,000 acres land in Tenn. Title guaranteed. Only \$4—1000, and will throw in land free. Terms. W. R. Broadus, Westpoint, Va.

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3,000 acres of virgin hardwood timber, containing twelve million feet, located in Sevier County, Tenn.; easy logging; \$16.00 per acre. A rare opportunity that will bear the closest inspection. Moore Land Co., Knoxville, Tenn.

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40,000,000 to 50,000,000 feet good hardwood timber, mostly white oak, also several million feet old original growth white pine. Land exceptionally favorable for easy and cheap logging. Standard gauge railroad (heavy rail) into timber; two locomotives; log loader; plenty first-class logging cars; camps, band saw mill in fine condition; good drying yard. Town with plenty nice houses for employees; large store, office and hotel; good mountain water piped to houses. Probably 30,000,000 to 50,000,000 feet more timber available. Mill is in first-class repair, ready to start. Located in West Virginia on favorable freight rate. Will sell cheap, easy terms. Minimum amount of cash required. Good reason for selling. A rare opportunity and great bargain for experienced operator. Address Box 919, care Hardwood Record.

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We have been asked by a big manufacturer of hardwoods to secure for him forty or fifty second-hand lumber dollies. Anybody who can furnish information as to the source of this equipment will please get in touch with the HARDWOOD RECORD, 537 S. Dearborn St., Chicago, Ill.

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GOLF SQUARES OR DOWELS**

Write for particulars and state if you have had any experience in sawing dogwood, the kind of machines you have, loading station and if you can furnish one or more cars. Address S. B., care Hardwood Record.

WANTED**UNIVERSAL LUMBER CODE**

We want to get in touch with the owner of the book called, "Universal Lumber Code." We also would like to have any information concerning the possible location of one of these books. All expenses incident thereto will be defrayed. Please address the Hardwood Record, 537 South Dearborn Street, Chicago.

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NO. 2 C. & BTR., 6/4, 8/4, 12/4, 16/4", reg. wdths. & lgths., 4 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & SEL., white, 6/4-8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 3 C., 4/4", all wdths. & lgths., 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 C., 5/8, 4/4, 5/4, 6/4, 8/4, 10/4"; NO. 3 C., 5/8, 4/4"; NO. 2 C., 4/4, 8/4, 10/4"; FAS, 6/4, 5/4, 10/4". EVANSVILLE BAND MILL CO., Evansville, Ind.

NO. 2 C., white, 4/4 & 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 3, 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

LOG RUN, 4/4". KELLOGG LBR. CO., Memphis, Tenn.

ALL GRADES, 5/8", 16/4". MALEY & WERTZ LUMBER CO., Evansville, Ind.

NO. 1 & BTR., white, 4/4-16/4", nice wdths. & lgths., dry, tough textured Ind. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

LOG RUN, white, 4/4 & 10/4". SHARP-NACK LBR. CO., Huntington, W. Va.

FAS, 4/4"; NO. 1 C. & SEL., 4/4"; NO. 2 C., 4/4"; NO. 3 C., 4/4"; NO. 2 & 3 C., 5/4". E. SONDHEIMER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 2 C., 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 5/4 & 8/4"; NO. 1 C., 6/4 & 8/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

BASSWOOD

NO. 2 & 3, 4/4" LOG RUN, 5/8". ALGOMA PANEL CO., Algoma, Wis.

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SEL., 4/4", 6" & wider, 8' & longer, 8 mos. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 2 & BTR., 8/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

NO. 1 C. & SEL., 6/4", dry; NO. 2 C., 6/4", dry. SHARP-NACK LBR. CO., Huntington, W. Va.

FAS, 4/4", dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

NO. 3, 5/4, 6/4"; NO. 2 & BTR., 5/4"; FAS, 5/4", winter sawn. J. W. WELLS LBR. CO., Menominee, Mich.

BEECH

NO. 1 C. & SEL., 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 3, 4/4 & 5/8", 6/4"; NO. 2 C. & BTR., 5/8 & 4/4", 6/4 & 8/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 2 C., 4/4", reg. wdths. & lgths., 8 mos. dry; NO. 1 C. & SEL., 6/4", reg. wdths. & lgths., 8 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

NO. 2 & BTR., 4/4-8/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

LOG RUN, 4/4, 5/4, 6/4, 8/4", av. wdths., good lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

BIRCH

NO. 3 C., 4/4", 4, 6, 10, 12; NO. 3 C., 4/4", 8, 14, 16; LOG RUN, 6/4, all wdths. & lgths. ALGOMA PANEL CO., Algoma, Wis.

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., 4/4", all wdths. & lgths., yr. dry; NO. 2 C., 4/4", all wdths. & lgths., 2 yrs. dry; NO. 3 C., 4/4", all wdths. & lgths., 2 yrs. dry;

NO. 3 C., 5/4, 6/4", all wdths. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4, 6/4", reg. wdths. & lgths., 6 mos. dry; NO. 3, 4/4-6/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 3, 4/4, 5/4"; NO. 2 C. & B., 4/4, 5/4"; NO. 1 C. & B., 6/4, 8/4, 9/4, 12/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

NO. 1 C. & SEL., 4/4, 6/4"; NO. 2 C., 4/4, 5/4"; NO. 3 C., 4/4, 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4, 6/4", reg. wdths. & lgths., 6 mos. dry, band sawn; NO. 1 & BTR., 8/4", extra wide, heavy six, 14 or 16", 6 mos. dry, band sawn; SELS., 4/4", reg. wdths. & lgths., 6 mos. dry, band sawn. STEARNS & CULVER LBR. CO., L'Anse, Mich.

SEL. & BTR., 1x4" & wider, 4' & 6'; NO. 2 C., 5/4", dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

BUCKEYE

MILL RUN, 4/4, 5/4". SHARP-NACK LBR. CO., Huntington, W. Va.

CHERRY

NO. 2 C. & BTR., 4/4-12/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/4"; NO. 2 C., 4/4, 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4". EVANSVILLE BAND MILL CO., Evansville, Ind.

BUTTERNUT

LOG RUN, 4/4", dry. SHARP-NACK LBR. CO., Huntington, W. Va.

CHESTNUT

SD. WORMY & BTR., 4/4-8/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 1 C. & BTR., 6/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SD. WORMY, 8/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., not over 20% NO. 2, 3/4", band sawn wormy. LOUISVILLE VENEER MILLS, Louisville, Ky.

SD. WORMY, 6/4", dry; NO. 3 C., 4/4", dry. SHARP-NACK LBR. CO., Huntington, W. Va.

NO. 1 C., 4/4", 50% 14 & 16". WOOD-MOSAIC CO., INC., Louisville, Ky.

COTTONWOOD

FAS & NO. 1 C., 4/4", reg. wdths. & lgths., 5 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

LOG RUN, 4/4". EVANSVILLE BAND MILL CO., Evansville, Ind.

FAS, 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

BOX BDS., 1x9"-12", 1x13"-17"; FAS, 4/4, 6/4"; FAS, 1x13" & up; NO. 1 COM. & SEL., 4/4, 6/4"; NO. 2 C., 4/4, 6/4". E. SONDHEIMER CO., Memphis, Tenn.

CYPRESS

SELS. & BTR., 4/4-16/4", 1 1/2-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

SHOP & BTR., 4/4-12/4", ran. wdths. & lgths., bone dry. BRADLEY LBR. CO., Memphis, Tenn.

LOG RUN, 4/4". EVANSVILLE BAND MILL CO., Evansville, Ind.

FAS, 4/4, 5/4, 6/4, 8/4"; FAS, 4/4x13" & up, 4/4x18" & up, 5/4x13" & up, 6/4x13" & up, SELS., 4/4, 5/4, 6/4, 8/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 4/4, 5/4, 6/4"; PECK, 4/4". E. SONDHEIMER CO., Memphis, Tenn.

ELM--SOFT

LOG RUN, 4/4", 4-16", all wdths.; NO. 3 C., 4/4". ALGOMA PANEL CO., Algoma, Wis.

LOG RUN, 4/4, 8/4, 12/4", bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 8/4", ran. wdths. & lgths., 4 mos. dry. BRADLEY LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

SEL. & BTR., 4/4, 5/4", 6" & wider, 8' & longer, yr. dry; NO. 1 & BTR., 8/4, 10/4", reg. wdths. & lgths., yr. dry. FOSTER-LATIMER LBR. CO., Mellen, Wis.

NO. 2 & 3 C., 5/8". PANOLA LBR. & MFG. CO., Memphis, Tenn.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

LOG RUN, 6/4, 8/4, 10/4, 12/4", av. wdths., good lgths., dry. STRABLE LBR. & SALT CO., Saginaw, Mich.

NO. 2 & BTR., 12/4"; NO. 2, 6/4". J. W. WELLS LBR. CO., Menominee, Mich.

ELM--ROCK

MILL RUN, 8/4", all wdths. & lgths. ALGOMA PANEL CO., Algoma, Wis.

GUM--PLAIN RED

FAS, 6/4", bone dry; NO. 1 C., 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4", bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 1 C., 6/4", ran. wdths. & lgths., bone dry. BRADLEY LBR. CO., Memphis, Tenn.

NO. 1 C. & SELS., 4/4"; NO. 1 C. & BTR. SND., 6/4, 8/4, 12/4". LONG-BELL LBR. CO., Hardwood Dept., Kansas City, Mo.

NO. 1 C., 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, 4/4", 6/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C. & SEL., 4/4, 6/4, reg. wdths. & lgths., 6 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

FAS, 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

HARDWOODS FOR SALE

GUM—QUARTERED RED

FAS, 6/4", bone dry; NO. 1 C., 4/4", bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4", ran. wdths. & lgths., 3 mos. dry; COM. & BTR., 8/4", ran. wdths. & lgths., 3 mos. dry. EASTMAN-GARDNER HDWD. CO., Laurel, Miss.

NO. 1 C. & BTR., 4/4, 5/4, 6/4, 8/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.

NO. 1 C. & SEL., 4/4, 5/4, 6/4"; FAS, 8/4, 12/4"; FAS, SND., 4/4". LONG-BELL LBR. CO., Hardwood Dept., Kansas City, Mo.

NO. 1 C. & BTR., 4/4 & 8/4"; FAS, 8/4"; NO. 1 C. & BTR., SND., 8/4 & 10/4"; FAS, SND., 8/4". LOUISIANA RED CYPRESS CO., Hdwd. Dept., New Orleans, La.

FAS, 4/4", reg. wdths. & lgths., 6 mos. dry; FAS, SND., 4/4, reg. wdths. & lgths., 6 mos. dry; NO. 1 C. & SEL., 4/4, 6/4, 8/4, reg. wdths. & lgths., 6 mos. dry; NO. 1 C. & SEL., SND., 4/4", reg. wdths. & lgths., 6 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

FAS, 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS, 4/4, 5/4, 6/4, 8/4"; NO. 1 C. & SEL., 4/4, 5/4, 6/4, 8/4, 10/4". E. SONDEHEIMER CO., Memphis, Tenn.

NO. 1 C. & BTR., SND., 5/4, 8/4, 10/4", reg. wdths. & lgths. BEDNA YOUNG LBR. CO., Jackson, Tenn.

GUM—SAP

FAS, pl., 4/4, 5/4, 6/4, 8/4", bone dry; NO. 1 C., pl., 5/4, 6/4", bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

FAS, 5/8", ran. wdths. & lgths., 3 mos. dry. EASTMAN-GARDNER HDWD. CO., Laurel, Miss.

NO. 2 C. & BTR., pl., 4/4", good wdths. & lgths.; NO. 1 C. & BTR., qtd., 4/4, 5/4, 6/4, 8/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.

ALL GRADES, 5/8" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, pl., 1/2, 5/8, 3/4, 4/4"; NO. 2 C. & 3 C., pl., 4/4"; NO. 3 C., pl., 4/4". PANOLA LBR. & MFG. CO., Memphis, Tenn.

FAS, 4/4, 5/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C. & SEL., 4/4 (3 mos. dry), 5/4" (6 mos. dry), reg. wdths. & lgths.; NO. 3 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., 8 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

GUM—MISCELLANEOUS

FAS, tupelo, 4/4", bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

FAS & NO. 1 C., pl. & qtd. black, 4/4", reg. wdths. & lgths., 5 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

FAS, tupelo, 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, tupelo, 4/4"; NO. 1 C. & BTR., tupelo, 4/4"; NO. 1 C., qtd. black, 4/4"; LONG BELL LBR. CO., Hdwd. Dept., Kansas City, Mo.

NO. 2 C. & BTR., black, 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 1 C. & SEL., tupelo, 4/4, 6/4"; FAS, tupelo, 5/4, 6/4". E. SONDEHEIMER CO., Memphis, Tenn.

HARDWOOD

HEARTS, 8/4, 12/4", 6" & wider, reg. lgths., 6 mos. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

HEMLOCK

NO. 3 C., 4/4", 4", 6", 8", 10", 12", 8-16" long, yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

STRIPS, Merch., 1x4", 8-16". J. W. WELLS LBR. CO., Menominee, Mich.

HICKORY

NO. 2 C. & BTR., 8/4 & 10/4", reg. wdths. & lgths., 8 mos. & over dry; NO. 2 C. & BTR., pecan, 8/4", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 4/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & SEL., 6/4-8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., sweet pecan, 8/4"; NO. 2 C. & BTR., 5/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4, 6/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

LOCUST

NO. 2 C. & BTR., 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

MAGNOLIA

NO. 1 & BTR., 5/4", ran. wdths. & lgths., bone dry. BRADLEY LBR. CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 8/4, reg. wdths. & lgths., 8 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

MAPLE—HARD

NO. 2 C. & BTR., 4/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 C. & BTR., 10/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 10/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 3 C., 4/4", all wdths. & lgths., 15 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

FAS, 12/4". G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-12/4"; NO. 1, NO. 2 & NO. 3, 4/4, 5/4". JACKSON & TINDLE, INC., Grand Rapids, Mich.

FLOORING STOCK, 4/4"; NO. 1 & 2 C., 5/4"; SELS. & NO. 1 C., 6/4, 8/4"; NO. 3 SELS., 6/4"; NO. 2 C., 8/4"; NO. 3 C., 8/4". MASON-DONALDSON LBR. CO., Rhinelander, Wis.

NO. 1 & BTR., 4/4-12/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

LOG RUN, 4/4, 6/4, 8/4". SHARPBACK LBR. CO., Huntington, W. Va.

NO. 1 & BTR., 4/4"; NO. 2 C., 4/4", dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

SELS., 4/4", reg. wdths. & lgths., 6 mos. dry. band sawn; CLEAR FACE, 1x4 & 1x5", 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 & BTR., 10/4", reg. wdths. & lgths., 5 mos. dry; NO. 1 & BTR., 5/4, 6/4", reg. wdths. & lgths., 4 mos. dry; NO. 2 C., 8/4", reg. wdths. & lgths., yr. dry. STEARNS & CULVER LBR. CO., L'Anse, Mich.

MAPLE—SOFT

LOG RUN, southern, 4/4, 5/4, 8/4, 12/4", worm holes, no defect, bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", all wdths. & lgths., yr. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

NO. 2 & BTR., 4/4", dry. THUNDER LAKE LBR. CO., Rhinelander, Wis.

OAK—PLAIN RED

NO. 1 C., 4/4, 5/4, 6/4", bone dry; NO. 2 C., 4/4, 5/4, 8/4", bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 1 & 2 C., 3/4 & 5/4", reg. wdths. & lgths., 10 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 2 C. & BTR., 6/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

NO. 1 C., 5/8", ran. wdths. & lgths., 4 mos. dry. EASTMAN-GARDNER HDWD. CO., Laurel, Miss.

NO. 3 C., 5/8"; FAS, 4/4, 6/4, 5/4"; NO. 1 C., 4/4, 6/4, 10/4". EVANSVILLE BAND MILL CO., Evansville, Ind.

NO. 1 C. & BTR., 4/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.

FAS, 4/4"; NO. 1 C., 4/4 & 8/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C. & SEL., 4/4". LONG BELL LBR. CO., Hdwd. Dept., Kansas City, Mo.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & SEL., 4/4", reg. wdths. & lgths., 3 mos. dry; NO. 2 C., 4/4, reg. wdths. & lgths., 6 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

FAS, 3/4, 4/4, 5/4, 6/4, 8/4"; FAS, 3/4x13" & up; NO. 1 C. & SEL., 3/4, 4/4, 5/4, 8/4"; NO. 2 C., 5/4, 4/4"; NO. 3 C., 4/4". E. SONDEHEIMER CO., Memphis, Tenn.

FAS, 3/4, 4/4, 5/4, 6/4"; NO. 1 C., 5/4, 6/4"; NO. 2 C., 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 3/4"; NO. 1 C., 3/4, 4/4, 6/4", reg. wdths. & lgths., dry; NO. 3 & SD. WORMY, 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED RED

NO. 1 C., 5/4, 6/4", bone dry; NO. 2 C., 4/4", bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & SEL., 4/4". E. SONDEHEIMER CO., Memphis, Tenn.

FAS, 4/4, 5/4"; NO. 1 C., 3/4, 4/4, 5/4, 6/4"; NO. 2 C., 3/4, 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS & NO. 1 C., 4/4, 5/4, 6/4", reg. wdths. & lgths., dry; NO. 2 & 3 C. & SD. WORMY, 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—PLAIN WHITE

NO. 1 C., 4/4, 5/4", bone dry; NO. 2 C., 4/4, 5/4", bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 2 C. & BTR., 6/4-16/4", 1½-2 yrs. old. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & SEL., 8/4", reg. wdths. & lgths., yr. dry. BUFFALO HDWD. LBR. CO., Buffalo, N. Y.

FAS, 5/8", ran. wdths. & lgths., 3 mos. dry. EASTMAN-GARDNER HDWD. CO., Laurel, Miss.

NO. 1 C., 4/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.

FAS, 4/4"; NO. 1 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4". LONG-BELL LBR. CO., Hdwd. Dept., Kansas City, Mo.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

FAS, 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C. & SEL., 4/4", reg. wdths. & lgths., 3 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 3 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

FAS, 4/4". PRITCHARD-WHEELER LBR. CO., Memphis, Tenn.

FAS, 5/8, 4/4, 5/4, 6/4"; NO. 1 C., 5/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

NO. 1 C. & SD. WORMY, 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—QUARTERED WHITE

NO. 1 C., 4/4", bone dry; NO. 2 C., 4/4", bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

NO. 1 C., 4/4, 5/4", reg. wdths. & lgths., 6 mos. & over dry. BARR-HOLADAY LBR. CO., Greenfield, O.

NO. 1 C. & BTR., 4/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.

FAS, 5/4"; NO. 1 C., 5/4". GRISMORE-HYMAN CO., Memphis, Tenn.

ALL GRADES, 1/2" & thicker. MALEY & WERTZ LBR. CO., Evansville, Ind.

NO. 1 C. & SEL., 4/4". E. SONDEHEIMER CO., Memphis, Tenn.

FAS, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4"; FAS, 4/4", 6 & 7" wide; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 6/4, 8/4"; NO. 2 C., 4/4, 5/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

FAS, 5/8, 3/4, 4/4, 6/4, 8/4"; NO. 1 C., 5/8, 3/4, 4/4, 5/4, 8/4"; NO. 2 & 3 C. & SD. WORMY, 4/4", reg. wdths. & lgths., dry. BEDNA YOUNG LBR. CO., Jackson, Tenn.

OAK—MISCELLANEOUS

LOG RUN, 4/4, 6/4, 8/4", all wdths. & lgths.; NO. 3 C., 4/4". ALGOMA PANEL CO., Algoma, Wis.

NO. 2 C. & BTR., pl., 3/4-16/4", good wdths. & lgths., 2 yrs. dry. ATLANTIC LBR. CO., Buffalo, N. Y.

NO. 2 & BTR., pl. & qtd., 4/4-10/4", nice wdths. & lgths., dry. PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

PINE

NO. 2 C., 4/4", all wdths. & lgths. (lgths. & wdths. piled separately), 8-16", 9 mos. dry. C. C. COLLINS LBR. CO., Rhinelander, Wis.

POPLAR

NO. 2 & BTR., 4/4-8/4", ran. wdths. & lgths., bone dry. BRADLEY LBR. CO., Memphis, Tenn.

FAS, 4/4", ran. wdths. & lgths., 3 mos. dry; NO. 2 C., 4/4", ran. wdths. & lgths., 3 mos. dry. EASTMAN-GARDNER HDWD. CO., Laurel, Miss.

NO. 2 C. & BTR., 4/4", good wdths. & lgths. FAUST BROS. LBR. CO., Jackson, Miss.

FAS, 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 A., 4/4", and NO. 2 B., 6/4", reg. wdths. & lgths., 8 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

NO. 2 A., 4/4, 6/4", dry; NO. 2 B. & 3 C., 4/4, 6/4", dry. SHARPBACK LBR. CO., Huntington, W. Va.

FAS, 4/4, 5/4, 6/4"; SAPS, 4/4, 8/4"; NO. 1 C., 5/8, 3/4, 5/4, 8/4"; NO. 1 C., 4/4, 10" & wider; NO. 2 A. COM., 5/4"; NO. 2 B. COM., 4/4, 8/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

HARDWOODS FOR SALE

FAS, sap, 5/8"; NO. 2 A. & B. COM., 4/4", reg. wdths. & lgths., dry BEDNA YOUNG LBR. CO., Jackson, Tenn.

SYCAMORE

LOG RUN, 4/4", reg. wdths. & lgths., bone dry. BAKER-MATTHEWS LBR. CO., Memphis, Tenn.

LOG RUN (about 25% NO. 2), 4/4, 5/4", ran. wdths. & lgths., bone dry. BRADLEY LBR. CO., Memphis, Tenn.

LOG RUN (20%-60%-20%), 4/4", reg. wdths. & lgths., 8 mos. dry. PEARL RIVER VALLEY LBR. CO., Hammond, La.

WALNUT

FAS, black, 4/4, 5/4, 6/4, 8/4 & 12/4", nice wdths. & lgths., dry, steamed; SEL., black, 4/4, 5/4, 6/4, 8/4 & 12/4", nice wdths. & lgths., dry, steamed; NO. 1 C., black, 4/4, 5/4, 6/4, 8/4", nice wdths. & lgths., dry steamed; NO. 2 C., 4/4, 5/4, 6/4, 8/4", nice wdths. & lgths., dry, steamed, PIERSON-HOLLOWELL LBR. CO., Indianapolis, Ind.

MILL RUN, black, 4/4", dry. SHARPNACK LBR. CO., Huntington, W. Va.

FAS, 1/2", 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; SELS., 4/4, 5/4, 6/4, 8/4, 10/4"; NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 5/4, 6/4, 8/4"; CLEAR STRIPS, 4/4". WOOD-MOSAIC CO., INC., Louisville, Ky.

MISCELLANEOUS SPRUCE AND BALSAM

NO. 2 & BTR., 4/4". J. W. WELLS LBR. CO., Menominee, Mich.

VENEER—FACE

BASSWOOD

LOG RUN, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

ROTARY CUT, 1/8", 12-30" wide, 62-96" long. GEO. L. WAETJEN CO., Milwaukee, Wis.

BIRCH

LOG RUN, 1/28", 6-36", 50-98"; LOG RUN, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20", 6-36", 48-98", 1/16", 6-36", 42-98", 1/8", 6-36", 62-98", 75%, 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 78-96" long, 1/20", 1/20", 12-30" wide, 62-96" long; ROTARY CUT, red, 12-30" wide, 86-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ELM

SHEET STOCK, rotary cut, 1-16, 6-36, 62-98. VENEER MANUFACTURERS CO., 1036 W. 37th St., Chicago, Ill.

GUM—UNSELECTED FOR COLOR

SHEET STOCK, 1/4", 6-24", 40-74", shingle bundled; SHEET STOCK, 3/16", 6-36", 38-98", shingle bundled; SHEET STOCK, 1/8", 6-36", 50-98"; SHEET STOCK, 1/16", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 50-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ROTARY CUT, SHEET STOCK, 48-98" long, 6-36" wide, 1/28-1/8" thicknesses, or to dimensions. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 56-97", 1/16, 6-36, 56-92, 1/8, 6-36, 60-96, 3/16, 6-36, 48-74, 1/4", 6-41, 50-97. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/8", 6-36" wide, 48-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—SELECTED FOR COLOR

SHEET STOCK, 1/8", 6-36", 62-98", 1/16, 6-36", 50-92"; SHEET STOCK, 1/20", 6-36", 49-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3/16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

FLITCH STOCK, sliced qtd., figured, 6-18" long x 6" & up, 1/24" thickness; FLITCH STOCK, sawed qtd., fig., 6-16" long x 6" & up wide, 1/8" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, rotary cut, 1/20, 6-36, 62-92", 1/16, 6-36, 74-92, 1/8, 6-36, 74-96, 75% 86 and over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-30" wide, 72-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

GUM—FIGURED RED

SHEET STOCK, 1/20", 6-36", 78-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, rotary cut, 1/20, 1/8, 3-16, 1/4", 6-36, 36-96. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

MAHOGANY

SHEET STOCK, sliced, 1/16, 6-20, 10-16". J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

SLICED, striped, plain, mottled, std. 1/28" thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MISCELLANEOUS

SAWED, STD. GRADE, 1/20", 6-14", 8-16", Fort Wayne. HOFFMAN BROS., Fort Wayne, Ind.

OAK

SHEET STOCK, red, 1/8", 6-36", 38-98"; SHEET STOCK, red, 1/20", 6-36", 38-98"; SHEET STOCK, white, 1/8", 6-36", 44-98"; SHEET STOCK, 1/20", 6-36", 38-96". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, white, rotary cut, 48-98" long x 6-30" wide, 1/20-1/8" thickness; FLITCH STOCK, white, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thickness; SHEET STOCK, red, rotary cut, pl., 48-98" long x 6-36" wide, 1/20-1/8"; FLITCH STOCK, red, sawed qtd., 10-14" long x 6" & up wide, 1/20-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, red, 1/20, 6-22, 49"; SHEET STOCK, red, 1/8, 6-36, 42-96, 75% 86" or over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, red, 1/8", 6-36" wide, 74-96" long; ROTARY CUT, white, 1/8", 6-36" wide, 62-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

QUARTER SAWN. WOOD-MOSAIC CO., INC., Louisville, Ky.

PINE

SHEET STOCK, yellow, 1/8", 6-36", 38-80"; 1/16", yellow, 6-36", 38-98". CHICAGO MILL & LBR. CO., Chicago, Ill.

SHEET STOCK, yellow, 1/8, 6-37, 62-98, 75% 86 & over long. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

POPLAR

SHEET STOCK, 1/8", 12-36", 48-96"; LOG RUN, 1/16", 6-36", 74-86"; SHEET STOCK, 1/20", 6-36", 50-92". CHICAGO MILL & LBR. CO., Chicago, Ill.

SEAT STOCK, 1/8", R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

LOG RUN, ROTARY CUT, 1/8", 6-36, 48-96", Ft. Wayne. HOFFMAN BROS. CO., Fort Wayne, Ind.

SHEET STOCK, rotary cut, 48-98" long x 6-36" wide, 1/28-1/8" thicknesses or to dimension; FLITCH STOCK, sawed & sliced, 1/16-1/8" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

SHEET STOCK, 1/20, 6-36, 62-98, 1/16, 6-36, 56-86, 1/8, 6-43, 48-98, 3-16 & 1/4, 6-36, 36-98. VENEER MFRS. CO., 1036 W. 37th St., Chicago, Ill.

ROTARY CUT, 1/20", 6-48" wide, 49-96" long; ROTARY CUT, 1/16", 6-48" wide, 55-96" long; ROTARY CUT, 1/8", 6-36" wide, 66-96" long; ROTARY CUT, 3/16", 1/4" 6-36" wide, 36-96" long. GEO. L. WAETJEN & CO., Milwaukee, Wis.

ROTARY CUT. WOOD-MOSAIC CO., INC., Louisville, Ky.

SPRUCE

SHEET STOCK, rotary cut, 3/16, 12-37, 50-74. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

WALNUT

SHEET STOCK, sliced, 1/28", 6-12. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill. 1/20-A". HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLITCH STOCK, sliced half round, full rotary, std., 1/28" thicknesses. LOUISVILLE VENEER MILLS, Louisville, Ky.

BUTTS & LONG WOOD, 1/28; SAWN, 1/8 and 3/16. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoynes Ave., Chicago, Ill.

SLICED. WOOD-MOSAIC CO., INC., Louisville, Ky.

CROSS BANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

COUNTER FRONTS

ALL WOODS, "A" 13/16, 144x28&42. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoynes Ave., Chicago, Ill.

PANELS AND TOPS

ASH

THREE PLY, 1/4", G1S, stock sizes, & 1/4", G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

BIRCH

THREE PLY, drawer bottoms; also THREE PLY door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE & FIVE PLY, 1/4, 5/16, 3/8, stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

THREE PLY, 1/4", G1S, & THREE PLY, 1/4", G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

FIR

DRAWER BOTTOMS, THREE PLY; also DOOR PANELS; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ELM

THREE PLY, 3/16", 1/8", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

GUM

THREE PLY, drawer bottoms, sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

THREE PLY, 1/4", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill. QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

THREE PLY, 5/16", G1S, stock sizes; THREE PLY, qtd. red, 1/4", G1S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

"A" GRADE, figured, all thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoynes Ave., Chicago.

MAHOGANY

"A" GRADE, all thicknesses and sizes. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoynes Ave., Chicago.

MISCELLANEOUS

THREE & FIVE PLY, fig. & pl. woods, to specifications, or stock sizes. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK

THREE PLY, door panels; sizes and prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago.

THREE & FIVE PLY, 1/4, 3/8", stock sizes. J. C. DEACON CO., 2627 S. Robey St., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

THREE PLY, pl. white, 1/4", G1S, G2S, stock sizes; FIVE PLY, pl. white, 3/8" G2S, stock sizes; THREE PLY, qtd. white, 1/4" G1S, G2S, stock sizes. NEW ALBANY VENEERING CO., New Albany, Ind.

WALNUT

"A" GRADE, all sizes & thicknesses. VENEER, LUMBER & PLYWOOD CO., 401 N. Hoynes Ave., Chicago, Ill.

YELLOW PINE

THREE PLY, door panels; sizes & prices on request. R. C. CLARK VENEER CO., 1650 Besley Court, Chicago, Ill.

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A—Manufacturer of Implement Stock.
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C—Manufacturer of Factory Dimension.

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Manufacturers of Band Sawn West Virginia soft textured Oak Lumber, Oak Timbers and small Oak Dimension For the very best, write

American Column & Lbr. Co.
Brunson Building Columbus, Ohio

(*See pages 9-67)

Anderson-Tully Co.

Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

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Annual Capacity, 150,000,000 Feet
Manufacturer

(*See page 66) (3/4 to 6/4 Sound Wormy Oak)
Specialists in Bone Dry, Good Widths and Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO. **OHIO**
Manufacturer, Greenfield,

**OAK—RED Oak, WHITE Oak, BURR Oak,
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These are a few of the many species of oak in commercial use

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W. P. Brown & Sons Lumber Co.

9 Band Mills Manufacturing Hardwoods
Louisville, Ky.

W. M. Ritter Lumber Company

Columbus, Ohio

Manufacturer of Band Sawn Hardwoods
13 Band Mills—6 Planing Mills—11 Flooring Units

THE DIGNITY AND STRENGTH OF GOTHIC
INTERIORS ARE BEST PORTRAYED IN
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Farris Hardwood Lumber Co.
NASHVILLE, TENN.

Quartered and Plain Red and White Oak. All
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EAKIN LUMBER COMPANY

Manufacturers
West Virginia Hardwoods Rough and Dressed
WESTON, WEST VIRGINIA

RALPH H. ELY

BUCHANON, WEST VIRGINIA
BAND MILL FRENCHTON, WEST VIRGINIA

(*See page 7)

Goodlander-Robertson Lumber Co.

Manufacturer of Hardwoods
Memphis, Tennessee

(*See pages 18-61)

Veneers and Hardwood Lumber

Hoffman Brothers Company

Manufacturer **Ft. Wayne, Ind.**

J. M. Jones Lumber Company

Manufacturers and Wholesalers of

BAND SAWED HARDWOODS & CYPRESS
Monroe, La.

We Manufacture Hardwood Lumber

C. & W. Kramer Company

Richmond, Indiana

(*See page 25)

Long-Bell Lumber Company

Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

(*See page —)

Long-Knight Lumber Co.

Indianapolis, Ind.

Manufacturers and Wholesale Dealers
SPECIALTIES: HARDWOOD, CYPRESS

P. S. Mace Company

Terre Haute, Indiana

Oak for Wagon—Chair—Implement Stock
Small Dimension

QUARTERED OAK VENEER IS ONE OF

THE PRINCIPAL WOODS USED BY

THE PIANO INDUSTRY

A B & C—

(*See page 31)
Triple Band of

The Meadow River Lumber Company

Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 7)

QUARTERED OAK OUR SPECIALTY

Memphis Band Mill Company

Manufacturer, **Memphis TENNESSEE**

(*See page 55)

Miller Lumber Company

Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 58)

Manufacturers of Hardwood Lumber and Flooring

The Mowbray & Robinson Company
Cincinnati, Ohio

Pardee & Curtin Lumber Company

Sales Office **Clarksburg, W. Va.**

Band Mills—Curtin, Coal Siding
and Hominy Falls, **W. VA.**

(*See page 8)

Pritchard-Wheeler Lumber Co.

Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

John B. Ransom & Company

Manufacturers of Hardwood Lumber
Nashville, Tenn.

THE DEMAND FOR OAK FLOORING IS
ONE OF THE PRESENT MAINSTAYS OF
THE HARDWOOD INDUSTRY.

(*See page 65)

Salt Lick Lumber Company

Hardwood Manufacturer
Salt Lick, Kentucky

Southern Pine Lumber Company

TEXARKANA, TEXAS

Annual Capacity of Our Hardwood Mills
15,000,000 Feet

(*See page —)

We have to offer at present a few cars of 4/4 FAS Plain
Oak, also a couple of cars 3" Com. & Btr. Plain Oak.

SWAIN-BOACH LUMBER CO. **INDIANA**
Manufacturer Seymour,

A. B. C—

15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tschudy Lumber Company, **MISSOURI**
Manufacturer, Kansas City.

(*See page 29)

Fine Veneers and Hardwood Lumber

Wood-Mosaic Company, Inc.

Louisville, Ky.

Manufacturer

Yellow Poplar Lumber Company

33 Rector Street, New York City
Manufacturer

SALT LICK LUMBER COMPANY

Salt Lick, Kentucky

Manufacturers

of

Eureka
WHITE AND RED

OAK

Complete stock of
3/8" and 1 1/8"
in all
standard widths

FLOORING

FOR PROMPT SHIPMENT

MAPLE	
4/4" No. 1 Com. & Btr. Quartersawn.....	54,000'
8/4" No. 1 Com. & Btr. Quartersawn.....	51,000'
4/4" FAS	10,000'
4/4x6" & up No. 1 Com. & Btr.....	100,000'
4/4x10" & up No. 1 Com. & Btr.....	50,000'
10/4x6" & up No. 1 Com. & Btr.....	32,000'
12/4x6" & up No. 1 Com. & Btr.....	18,000'

SOFT ELM	
10/4" No. 1 C. & B. 10,000' 8/4" No. 2 C. & B.	\$1,000'
12/4" No. 1 C. & B. 10,000' 4/4" No. 2 C. & B.	50,000'

BEECH

4/4" Full Log Run.....	100,000'
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SOFT ELM—ALL THICKNESSES

EAST JORDAN LUMBER CO.
EAST JORDAN, MICHIGAN

Barr-Holaday Lumber Company

MANUFACTURERS OF HIGH GRADE
Southern Hardwoods

Main Office.....Greenfield, Ohio
Band MillLouise, Mississippi
Branch Office. Indianapolis, Indiana

PARTIAL LIST OF DRY STOCK

QUARTERED WHITE OAK		PLAIN MIXED OAK	
4/4" 1s & 2s.....	1 car	3/4" No. 2 Common.....	1 car
4/4" No. 1 Common.....	3 cars	3/4" Sound Wormy.....	2 cars
5/4" No. 1 Common.....	1 car	4/4" Sound Wormy.....	5 cars
		5/4" Sound Wormy.....	3 cars
QUARTERED RED OAK		QUARTERED RED GUM	
4/4" 1s & 2s.....	2 cars	4/4" to 8/4" No. 1 Common & Btr.	
PLAIN RED OAK		PLAIN RED GUM	
5/8" No. 1 Com. & Btr.....	1 car	4/4" No. 1 Com. & Btr.....	5 cars
4/4" No. 1 Com. & Btr.....	4 cars	QUARTERED SAP GUM	
5/4" No. 2 Com. & Btr.....	5 cars	5/4" to 8/4" FAS & No. 1 Common	
6/4" No. 2 Com. & Btr.....	4 cars	COTTONWOOD	
3/4" No. 2 Com. & Btr.....	3 cars	4/4" No. 1 Com. & Btr.....	6 cars
10/4" No. 2 Com. & Btr.....	2 cars	ELM	
HICKORY		6/4" to 12/4" No. 2 Com. & Btr.	
8/4" No. 2 Com. & Btr.....	2 cars		
10/4" No. 2 Com. & Btr.....	1 car		
8/4" No. 2 Common.....	1 car		

For Quick Sale BAND SAWN HARDWOODS

At Our Memphis & Little Rock Mills

5/4" FAS Qtd. Red Gum.....	3 cars
8/4" FAS Qtd. Red Gum.....	1 car
12/4" FAS Qtd. Red Gum.....	1 car
5/4" No. 1 Com. & Sel. Qtd. Red Gum.....	3 cars
6/4" No. 1 Com. & Sel. Qtd. Red Gum.....	6 cars
8/4" No. 1 Com. & Sel. Qtd. Red Gum.....	2 cars
10/4" No. 1 Com. & Sel. Qtd. Red Gum.....	1/2 car
12/4" No. 1 Com. & Sel. Qtd. Red Gum.....	1 car
5/4" FAS Qtd. Sap Gum.....	4 cars
8/4" No. 1 Com. & Sel. Qtd. Sap Gum.....	1 car
4/4x10" & wider FAS Qtd. White Oak.....	1 car
5/4" FAS Qtd. White Oak.....	1 car
5/4" FAS Qtd. Fig. Red Gum.....	7,000'
8/4" FAS Qtd. Fig. Red Gum.....	10,000'
4/4" No. 1 Com. & Sel. Qtd. Fig. Red Gum.....	2 cars
5/4" FAS Plain Fig. Red Gum.....	3,000'
6/4" No. 1 Com. & Sel. Plain Red Gum.....	1/2 car



E. L. BRUCE Co.
MEMPHIS, TENNESSEE

Maisey & Dion
Hardwoods

KILN DRIED AND AIR DRIED
OFFICE & YARDS 2349 to 2423 So. Loomis St.

TELEPHONES
CANAL 1830
CANAL 1831
CANAL 118

"FINEST" MAPLE AND BEECH FLOORING

WE ARE MEMBERS OF THE MAPLE FLOORING MNFRS. ASSOCIATION
FLOORING STAMPED M. F. M. A. INSURES QUALITY

**Michigan Hardwood
LUMBER**

WRITE FOR PRICES

W. D. YOUNG & CO.

BAY CITY, MICHIGAN

Representatives in the United Kingdom: Jas. Webster & Bro., Ltd.
Dock Board Building, Liverpool, England

White and Red Oak Gum

AND OTHER

Southern Hardwoods

CORRESPONDENCE WANTED

Crossett Lumber Company
CROSSETT, ARKANSAS

Von Platen-Fox Co.

Manufacturers of

Fine Northern Basswood
Birch, Elm and Maple Lumber

FOR SALE—HARD MAPLE

1x4" Sap Strips.....	32,000'	10/4" No. 1 Common.....	50,000'
5/4" No. 1 Common.....	200,000'	12/4" No. 1 & Better.....	100,000'
6/4" No. 2 Common.....	100,000'	12/4" No. 1 Common.....	25,000'

MAIN OFFICE

IRON MOUNTAIN, MICHIGAN

GRAND RAPIDS OFFICE
Perkins Building

CHICAGO OFFICE
1329 Peoples Gas Building

Suggestions of Live Current Items

The usual famous Anderson-Tully service stands behind every foot of the following list of specials which we are pleased to offer the buying trade:

QUARTERED WHITE OAK

4/4 FAS 150,000'

Full product of the log in this grade. Stock containing all of the 10" and wider produced, average 7½" for width, 45% to 55% 14' and 16' lengths.

4/4 No. 1 Com. & Selects..... 150,000'

Full product of the log in this grade. 45% to 55% 14' and 16' lengths. Stock 8 to 12 months dry.

QUARTERED SYCAMORE

6/4 No. 1 Com. & Bet..... 75,000'

5/4 No. 1 Com. & Bet..... 40,000'

Sycamore is beautifully figured stock, band sawn and equalized, 7 to 8 months dry. 55% to 60% 14' and 16' lengths. All wide in this stock.

LOCUST

4/4 Log Run One Car

SOUTHERN SOFT MAPLE

5/4 Log Run 100,000'
(Worm holes no defect)

10/4 Log Run 100,000'
(Worm holes no defect)

PLAIN RED OAK

5/4 Common & Select..... 60,000'

PLAIN SAP GUM

5/8 FAS 150,000'

PLAIN SYCAMORE

5/8 No. 2 Com. & Bet..... 100,000'

6/4 No. 1 Com. & Bet..... 100,000'

Both items running 60% long lengths. Band sawn and equalized and 7 to 8 months dry.

HACKBERRY

5/4 No. 1 Com. & Bet..... 150,000'

Band sawn, thoroughly dry, and high grade in every particular.

HICKORY

8/4 No. 2 Com. & Bet..... 200,000'

6/4 No. 2 Com. & Bet..... 100,000'

10/4 No. 2 Com. & Bet..... 20,000'

12/4 No. 2 Com. & Bet..... 30,000'

WILLOW

We make a specialty of Willow in 4/4 to 8/4 thicknesses, and have a stock of this wood. We particularly want to move

4/4 No. 1 Common 200,000'

5/4 FAS 40,000'

6/4 No. 1 Com. & Bet..... 100,000'

8/4 No. 1 Com. & Bet..... 50,000'

All of this stock thoroughly dry.

Discriminating buyers will find that it pays to be linked with an organization and service so truly founded on an understanding not only of the manufacture of lumber, but of its proper merchandising and utilization.

ALL STOCK SIX MONTHS AND BETTER DRY

ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE



YOUR BUSINESS AND HARDWOOD LUMBER

Those consumers of Hardwood Lumber who have recognized the effectiveness of well manufactured, properly dried and carefully graded lumber on both the quality of their product and production cost are numbered among the progressive, better known manufacturers.

From experience you have learned that certain Brands of Lumber produce better results than others. When good lumber is received at your cutting tables efficiency is automatically increased and the quality of your product improved.

Your business will benefit through the purchase of Good Lumber from a dependable source. This is offered by the

PEARL RIVER VALLEY LUMBER COMPANY

MANUFACTURERS



HANDSAWN HARDWOODS

HAMMOND, LA.



New York Botanical Garden Library



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